

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 82

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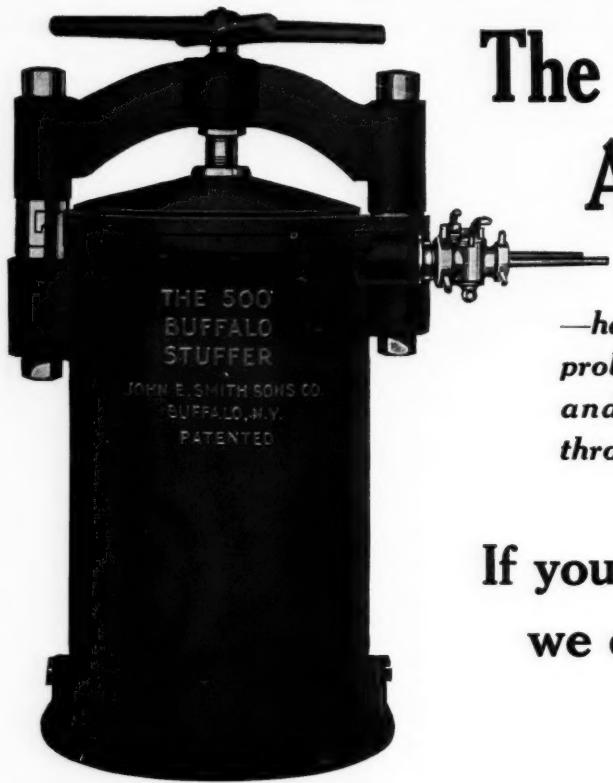
To say that the introduction of Du Pont Cellophane was an event of major importance to the packing industry is no exaggeration. Ample proof is evident on every hand. It has aided the increasing popularity of ready-wrapped units. It has

helped solve the problem of trade-marking. It has made better display possible. It has increased sales by increasing the appetite appeal of meat products. Du Pont Cellophane Company Inc., 2 Park Avenue, New York City.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 82. No. 7

FEBRUARY 15, 1930

Chicago and New York

## Poultry Now Merchandized in Cans or Cartons

**Improved Methods of Preparation  
and Up-to-Date Selling Practices  
Are Winning Approval of Consumers**

Packaging has now extended to poultry.

The larger proportion of poultry marketed is still sold with head and feet on and entrails in. But increasing quantities are finding their way to consumers in wrappings, packages or cans, ready to go into the pot, pan or oven.

Convenience in handling and cleanliness are appreciated by the housewife in poultry as well as in other foods she buys.

One meat packer who has built up a large outlet for poultry, and who is expanding distribution rapidly in this field, is marketing a large proportion of the product frozen and packed in cardboard cartons with transparent fronts.

The package bears the trade mark of the packer, the net weight of the contents and the government inspection label.

The liver and gizzard are wrapped separately and are included in the package. The fowls are carefully prepared and are ready for cooking after being thawed.

Canned whole and half chickens have become very popular during the past year. One meat packer secured nation-wide distribution on it within 60 days after he had it on the market.

This was due both to superior processing and clever and wide-

spread advertising. It was an out-of-the-ordinary merchandising feat and is significant as an indication of the readiness with which the product was accepted when adequately presented.

Canning methods differ. Some cut up the chickens before can-

ning them. In some cases the entire dismembered fowl is placed in the can. Other packers fill the cans to a definite weight, those joints being included that will make this weight. Boned canned chicken is featured by others.

With the growth in consumption of poultry have come up-to-date equipment and improved methods of handling the birds through the processing and canning operations.

The following article tells how these operations are performed in the modern plant.

### Canning Chickens

Large handlers of poultry quite often concentrate their purchases of live birds at central points, where they are fed for a few days if necessary, then killed.

In the old days government inspection of poultry was unknown, and the processes of killing, singeing and eviscerating were often done under conditions that left much room for improvement.

Today, through the development of mechanical equipment, the various operations have not only been simplified, but processing costs have been reduced. Methods have been worked out for continuous handling which insure sanitation and cleanliness at every step of the processing operation.

### Scalded at Low Temperature.

The semi-scald process of dressing has come into quite general use. It produces birds of good appearance and the feathers are easily removed. This process is as follows:



CHICKEN IN OBLONG CAN.

Oblong, pear-shaped and oval cans are used for whole chickens. One Chicago packer is using flat, oval cans with an attractive label on the top. On the bottom is pasted directions for warming and serving and recipes for soups and gravies from the jelly. Oblong cans make an attractive display on the dealer's shelf.

Birds are suspended by the feet from an overhead chain and killed by sticking with a knife. Two incisions are made—one through the mouth and the other below one eye. The birds bleed better when two incisions rather than one are made.

After bleeding for a few minutes the tail feathers are plucked and the birds dipped in hot water. This water should



#### DISTRIBUTION SECURED QUICKLY.

Canned whole and half chicken has become an important item of merchandise in the meat industry. Geo. A. Hormel & Co., Austin, Minn., were among the first to put this product on the market. National distribution on canned chicken was secured by this firm in a very short time. Hormel whole chickens are put up in flat, pear-shaped cans and half chickens in round cans.

be maintained at a temperature of 128 degs. F., and the birds should remain in the water for 30 or 40 seconds.

Automatic temperature regulators are used by the most up-to-date chicken dressers to keep this water at the desired temperature.

After scalding the birds are again suspended for 5 or 10 minutes. This is done to permit the heat and moisture to penetrate to the root of the feathers. The birds are then ready for picking.

When being picked the fowls are usually suspended by the feet with a slip noose. The usual procedure in picking is to remove the wing feathers first, then to start at the head and work toward the tail.

#### Birds Thawed in Cold Water.

If the birds are to be marketed with heads and feet on and entrails in, without inspection, they are allowed to hang until the animal heat has been dissipated. They are then placed in the cooler and later packed in boxes or barrels for shipment. The feathers are usually dried and sold.

When the poultry is to be marketed in packages, wrappings or cans, the

process quite often starts with frozen birds.

In this case the first operation is thawing. This is done by placing the birds in cold water. Four hours generally is required. When it is desired to hasten thawing the water may be drained off after about an hour and the birds covered with fresh water.

From the thawing tank the chickens go to a table where all of the pin feathers are removed. Singeing is usually done in a gas or oil fired singeing machine. The bird is held by the feet with tongs, and lowered through the flame from jets so placed that hairs on all parts of the body are burned off. This requires but a few seconds for each bird.

#### Inspected on Traveling Table.

In the larger plants the chickens then go on to a traveling inspection table made up of a series of monel metal pans on an endless chain.

Here a workman partly severs each leg, and opens the carcass with a cross cut just below the breast bone, exposing the viscera. Head and feet are left on the bird so that if inspection is doubtful these can be examined before the bird is finally rejected or passed. The chicken then travels to the inspector, who removes such of the viscera as he wants to examine. This he replaces.

With this equipment one inspector can handle up to 700 birds an hour.

Diseased chickens are removed from the table and placed in a vat, tub or barrel containing a substance—general acid—that will make the chicken unfit for human consumption. These condemned birds are generally sold to rendering plants.

The healthy chickens remain on the table, and are automatically discharged onto a chute which deposits them on a chopping block. Here the head and feet are removed.

#### Modern Equipment Cuts Costs.

If they are to be packaged or canned, the birds next to go onto a traveling eviscerating table. If they are to be sold in bulk, they go to the cooler with the head and feet attached.

These traveling viscera tables are made in various lengths and have a slat conveyor apron about 30 in. wide. The flights are monel metal mounted on two strands of roller chain. The conveyor apron is divided longitudinally into three sections.

On each side of the table are working sections containing maple cutting boards and screens to catch any particles washed off the board. Two round chutes are provided at each section for edible and inedible viscera.

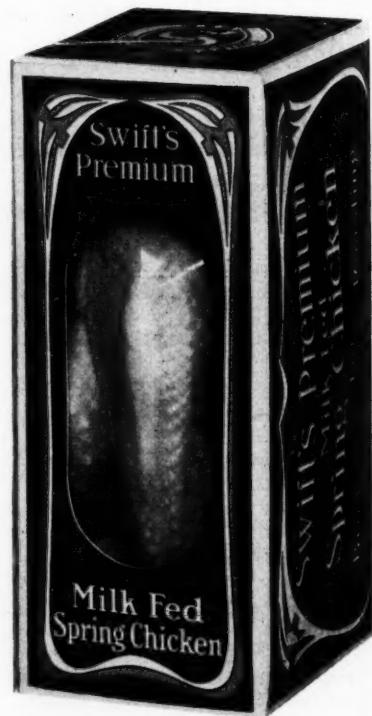
The crop and bung are removed as

the first process on this table. The birds are then placed on the center section of the table and carried to the next worker. He detaches the intestines from the carcass, but does not remove them, this being done by the next worker in line. These latter workers also remove the kidneys and lungs.

In all cases the work is done on the side cutting boards, and the birds carried from worker to worker in the central section of the conveyor.

#### A Bird a Minute.

The workers who eviscerate the birds also separate the liver, gizzard and heart from the viscera. The inedible viscera are placed in a chute which carries them to a viscera container. The liver and heart are placed in another



#### CHICKEN IN WINDOW PACKAGE.

Housewives like to see the fowls they buy. This is possible with this package, the opening in which is covered with Cellophane. The liver and gizzard are wrapped separately and included in the package. The chicken is free from pin feathers, thoroughly cleaned before going into the package and is ready for the pan or oven.

chute and fall into a removable bucket. The gizzard is opened on the cutting board, cleaned and placed in the bucket with the liver and heart.

A perforated spray pipe is placed directly above each cutting board, in such a position that the board is continually flushed with water. At the end of the eviscerating table a worker thoroughly washes the birds.

(Continued on page 33.)

# Packers' Trade Practices and Meat Inspection

## Institute Activities This Year Will Feature Development of Trade Code and Work for Uniform Meat Inspection

New activities of the Institute of American Meat Packers for the coming year include two points of vital interest to the industry:

*1. Plan for aiding in observance of the Code of Trade Practices unanimously adopted by the industry at the Institute convention last October.*

*2. Appointment of a Commission on Inspection, to work in a friendly spirit with all concerned toward the development and adoption of a uniform state inspection law.*

In a letter to members issued this week President Wm. Whitfield Woods of the Institute outlines these new undertakings, which are in addition to the manifold activities already being carried on by this trade organization representing the country's leading industry.

### Trade Practice Education

Following the adoption of the Code last October a plan of observance was drawn up and approved, reference to which is made in another place in this issue of THE NATIONAL PROVISIONER.

This plan includes a large measure of self-regulation on the part of the industry, in which the Institute naturally has a part. This machinery includes both the regional chairmen of the Institute, and a new committee now appointed to be called the Committee of Interpretation and Appeal.

President Woods explains this in his notice of committee appointments; when he says the Code makes the aid of experienced regional chairmen especially advisable. He explains:

"On December 10, 1929, the Executive Committee approved a plan to aid observance of the Code of Trade Practices of the American Meat Packing Industry which the industry had adopted and which the Secretary of Agriculture had approved to become completely effective on January 1, 1930. The Code had been sponsored by the

Commission on Elimination of Waste, of which Mr. F. Edson White is Chairman.

### Regional Method of Handling.

"Under the plan for aiding observance of the Code, the Regional Chairmen and the Divisional Committees take on very greatly increased responsibility and leadership. Most of the Regional and Divisional Chairmen have had more than one occasion to call together the packers in the areas for which they are respectively responsible.

"The Code and the plan for aiding observance of it are very new. They represent an extension of the Institute's activities into a field which the Institute previously has not entered.

"Under such circumstances, it seems sensible to continue the experienced regional and divisional leadership so far

as practicable. This has been done. No changes (except additional appointments and slight revisions of regional lines for the convenience of members) have been made in the Regional and Divisional Chairmanships.

"A continuance of the generous cooperation we have had from the present Chairmen is earnestly requested."

### Interpretation and Appeal

The other new feature connected with Code observance is explained by President Woods as follows:

"The plan approved by the Executive Committee for aiding observance of the Code of Trade Practices provided for a Committee of Interpretation and Appeal. In making appointments to this committee, consideration

## Packers Take Their Trade Practice Code Seriously

That the American meat packing industry means sincerely to observe the Code of Trade Practices which it adopted recently is apparent from the following developments:

1. Requests for more than 17,000 copies of the printed code were received by the Institute from packers who wished to post their organizations fully on its provisions.

2. More than thirteen hundred copies of the plan for aiding observance of the Code have been distributed among packers, many of them in response to requests of packers.

3. Several companies, including some of the largest in the industry, have indicated that they have been examining their practices carefully for the purpose of making certain that their operations and practices conform fully to the provisions of the Code.

4. Complaints against specific practices which the packers bringing them believed contrary to the Code already have been received by the Institute.

The first complaint is being handled in accordance with the plan for aiding observance of the Code which was approved by the Executive Committee of the Institute at its last meeting.

The packing industry apparently realizes that in the Code of Trade Practices it has an instrument which enables the industry to rid itself of many unfair and uneconomic practices which hitherto all have condemned but which have survived because no practical means for their elimination existed.

The plan for aiding observance of the code, which has been referred to previously, aims

(1) Settlement within the industry of most complaints, which is in harmony with the advice of the Secretary of Agriculture that complete, voluntary observance of the Code by the industry should be sought; and

(2) Keeping the door open, at every stage of the intra-industry proceedings, for making a formal complaint to the Department of Agriculture, if necessary.

February 15, 1930.

was given to the following factors, among others:

1. The geographical distribution of the appointees;
2. The standing of the appointees in the areas in which they are resident or in the industry as a whole;
3. The judicial temper of the appointees.

"We bespeak for the Committee of Interpretation and Appeal your confidence and generous support. While their office carries great responsibility and the compliment that selection for important duty implies, the post of arbiter is one which few packers would seek. Their willingness to act, which was sought on the basis that their service would be an important contribution to your—and their—industry, is genuinely appreciated."

#### Uniform Inspection

The other new activity is the beginning of an effort to bring about a uniform type of meat inspection among both federal-inspected and state-inspected packers and slaughterers.

This is clearly set forth by President Woods as follows:

"For years packers have been agitated now and then and here and there by differences concerning inspection. It is time to try to work amicably, with the co-operation of all concerned, toward a solution that will be practicable and fair to all.

"The subject has been discussed with packers not subject to federal inspection and with packers having federal inspection, and the attitude of all consulted has been cordial toward the project which you authorized at the last convention and which came about in the following way:

"In September 27, 1929, the Executive Committee adopted a motion 'that an appropriate resolution be introduced at the next convention authorizing the President of the Institute, in consultation with the Chairman of the Board, to appoint a committee, including non-federally inspected packers, to work out and execute plans for achieving a uniform state inspection law.'

"It was understood from the presentation of this proposal to the Executive Committee that what was suggested is a uniform state law, to be enforced by state and federal agencies in co-operation.

#### Convention Favored the Idea.

"At the last convention you passed without a dissenting vote the following resolution (which had been submitted informally to representatives of prominent packing companies not subject to federal inspection):

### Commission on Inspection

OSCAR G. MAYER, Chairman.

GEORGE L. FRANKLIN, Vice-Chairman, Dunlevy-Franklin Co., Pittsburgh, Pa.

T. P. BRESLIN, Standard Packing Co., Inc., Los Angeles.

B. C. DICKINSON, Louis Burk, Inc., Philadelphia.

R. F. EAGLE, Wilson & Co., Chicago.

J. M. EMMART, Emmart Packing Co., Louisville, Ky.

OTTO FINKBEINER, Little Rock Packing Co., Little Rock, Ark.

HENRY FISCHER, Henry Fischer Packing Co., Inc., Louisville, Ky.

W. H. GAUSSELIN, Mutual Sausage Co., Chicago.

F. A. HUNTER, East Side Packing Co., East St. Louis, Ill.

JOHN R. KINGHAN, Kinghan & Co., Indianapolis.

W. C. KIRK, Armour and Company, Chicago.

GEORGE N. MEYER, Fried & Reineman Packing Co., Pittsburgh, Pa.

CHESTER G. NEWCOMB, Lake Erie Provision Co., Cleveland, Ohio.

JOHN W. RATH, Rath Packing Co., Waterloo, Ia.

ARMIN SANDER, A. Sander Packing Co., Cincinnati, Ohio.

W. F. SCHLUEDERBERG, Wm. Schluderberg-T. J. Kurdele Co., Baltimore, Md.

GEORGE A. SCHMIDT, Stahl-Meyer, Inc., New York City.

C. B. SHAW, Swift & Co., Chicago.

J. A. WHITE, Western Meat Co., So. San Francisco, Cal.

"Whereas it is equitable and fair that the public interest be adequately conserved and that all packers be subject to such regulations as are reasonable and fair, whether state or federal, and

"Whereas possibility of conflict exists between federal and state inspection laws or regulations,

"Therefore be it now resolved that the members of the Institute of American Meat Packers, in convention assembled, declare that a uniform and adequate state inspection law to be enforced by the state and federal governments in co-operation is desirable; that they will support the passage in their respective states of such a law, and to the end of effecting it they expressly authorize the President of the Institute of American Meat Packers, in consultation with the Chairman of the Board of the Institute, to appoint a committee, including non-federally inspected packers, to draft an appropriate measure and to work out and follow up plans for its passage in the different states."

"In furtherance of the purpose of the foregoing resolution, the co-operation of both classes of packing companies is requested, first in working out an ap-

propriate program and secondly in getting it executed.

#### Able Commission Appointed

"To give the undertaking emphasis it deserves, the accomplishment of the objective stated in the resolution has been made a major project of the Institute and a Commission on Inspection has been appointed with a past president of the Institute, Mr. Oscar G. Mayer, as its chairman. The plants operated by the company of which Mr. Mayer is president are subject to federal inspection.

"Mr. George L. Franklin, a member of the Executive Committee of the Institute and Chairman of Division II, has consented to be vice-chairman of the Commission. The plant operated by the company of which Mr. Franklin is president is subject to local and Pennsylvania state inspection.

"Capable men of high standing in the industry have accepted appointment on the Commission, which will include packers associated with plants operated under federal inspection and packers associated with plants operating un-

### REGIONAL DIVISIONS.

Regional divisions\* of the Institute comprise the following territories:

Division I: Boston.—New England. New York City.—New York south of and including Albany; New Jersey south of Trenton. Philadelphia.—Pennsylvania east of and including Harrisburg and Williamsport; New Jersey south of and including Trenton, and all of Delaware. Baltimore—Washington.—Maryland, District of Columbia and Virginia.

Division II: Buffalo.—New York north and west of Albany; also Erie, Pa. Pittsburgh.—Pennsylvania west of Harrisburg and Williamsport, and West Virginia. Cleveland.—Ohio north of Columbus. Cincinnati, Ohio south of and including Columbus. Detroit.—Michigan.

Division III: Kentucky.—Kentucky. Southeastern.—North and South Carolina, Georgia, Florida, Alabama, Mississippi and Louisiana. Tennessee.—Tennessee.

Division IV: Illinois.—Illinois north of Springfield. Indiana.—Indiana. St. Louis.—Illinois south of and including Springfield and Missouri east of Springfield, Missouri. Wisconsin.—Wisconsin.

Division V: Minnesota.—Minnesota. Iowa.—Iowa. Omaha.—North and South Dakota and Nebraska.

Division VI: Middle Southwestern.—Arkansas, Oklahoma, and Kansas west of and including Arkansas City, Kansas City.—Kansas east of Arkansas City, and Missouri west of and including Springfield and Sedalia. Southwestern.—Texas and New Mexico.

Division VII: Mountain.—Utah, Colorado, Wyoming and Montana.

Division VIII: Western.—Arizona, California and Nevada. Northwestern.—Oregon, Washington and Idaho.

\*The accompanying map is a graphic indication of these divisions.

der local and state inspection only. Part of the time of at least four members of the Institute staff will be employed in servicing the Commission."

### Standing Committees

In announcing committee appointments for the year President Woods thanks those who have so faithfully served, and asks for continued cooperation.

Committee appointments are as follows:

**Committee on Accounting.**—G. M. Pelton, Chairman, Swift & Company, Chicago; A. W. Anderson, Cudahy Packing Co., Chicago; G. A. Billings, Cudahy Brothers Co., Cudahy, Wis.; J. H. Bliss, Libby, McNeil & Libby, Chicago; T. W. Bryant, Adolf Gobel Inc., New York; John L. Burke, Rochester Packing Co., Rochester, N. Y.; L. B. Dorr, Jacob Dold Packing Co., Buffalo, N. Y.; R. D. Gower, Geo. A. Hormel & Co., Austin, Minn.; W. J. Graham, Hammond Standish & Co., Detroit, Mich.; Howard C. Greer, Institute of American Meat Packers, Chicago; W. D. Hoffman, Wilson & Co., Chicago; A. M. McVie, Kingan & Co., Indianapolis, Ind.; W. H. Sapp, Armour and Company, Chicago.

**Committee on Associate Membership.**—John W. Hall, Chairman, Chicago; W. B. Allbright, Allbright-Nell Company, Chicago; J. J. Duppas, Jr., Cincinnati Butchers Supply Co., Chicago.

**Committee to Confer with Live Stock Producers.**—Thomas E. Wilson, Chairman, Wilson & Company, Chicago; W. N. W. Blayne, Blayne-Murphy Co., Denver Colo.; E. A. Cudahy, Jr., Cudahy Packing Co., Chicago; Otto Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; H. O. Fisher, William Zoller Co., Pittsburgh, Pa.; James A. Gallagher, Union Meat Co., San Antonio, Tex.; Fred Guggenheim, Guggenheim Bros., Chicago; E. D. Henneberry, Hull & Dillon Packing Co., Pittsburgh, Kans.; Ben F. Hormel, Geo. A. Hormel & Co., Austin, Minn.; Philip W. Jones, Jones Dairy Farm, Ft. Atkinson, Wis.; R. T. Keefe, The Keefe-LeSturgeon Co., Arkansas City, Kans.; Fred Krey, Krey Packing Co., St. Louis, Mo.; J. B. McCrea, The Ohio Provision Co., Cleveland, Ohio; Henry Neuhoff, Jr., Neuhoff Packing Co., Nashville, Tenn.; R. E. Paine, Houston Packing Co., Houston, Tex.; E. S. Papy, White Provision Co., Atlanta, Ga.; J. C. Peyton, Peyton Packing Co., El Paso, Tex.; Isaac Powers, Home Packing & Ice Co., Terre Haute, Ind.; Robert Swanston, C. Swanston & Son, Sacramento, Cal.; Charles H. Swift, Swift & Co., Chicago; E. A. Tovrea, Arizona Packing Co., Phoenix, Ariz.; Robert E. Vissman, C. F. Vissman & Co., Louisville, Ky.; F. Edson White, Armour and Company, Chicago; W. H. White, White Packing Co., Montgomery, Ala.; Edward F. Wilson, Wilson & Co., Chicago.

**Committee on Distribution Problems.**—I. M. Hoagland, Chairman, Armour and Company, Chicago; B. A. Braun, Jacob Dold Packing Co., Buffalo, N. Y.; T. P. Breslin, Standard Packing Co., Inc., Los Angeles; L. S. Dennig, St.

### Committee of Interpretation and Appeal

JOHN W. RATH, Chairman, Rath Packing Co., Waterloo, Ia.

T. P. BRESLIN, Standard Packing Co., Los Angeles.

B. C. DICKINSON, Louis Burk, Inc., Philadelphia.

I. M. HOAGLAND, Armour and Company, Chicago.

JOHN R. KINGHAN, Kingan & Co., Indianapolis.

OSCAR G. MAYER, Oscar Mayer & Co., Inc., Chicago.

HENRY NEUHOFF, Neuhoff Packing Co., Nashville, Tenn.

Louis Independent Packing Co., St. Louis, Mo.; D. J. Donohue, Cudahy Packing Co., Chicago; W. F. Du Bois, Jos. Phillips Co., Washington, D. C.; C. J. Faulkner, Jr., Armour and Company, Chicago; Henry Fischer, Henry Fischer Packing Co., Inc., Louisville, Ky.; Carl Fowler, Wilson & Co., Chicago; Severin L. Frey, L. A. Frey & Sons, Inc., New Orleans, La.; R. H. Gifford, Swift & Co., Chicago; G. H. Johnstone, Armour and Company, Chicago; George N. Meyer, Fried & Reinecker Packing Co., Pittsburgh, Pa.; A. A. Millett, Swift & Co., Chicago; Chester G. Newcomb, Lake Erie Provision Co., Cleveland, Ohio; W. F. Schluderberg, Wm. Schluderberg-T. J. Krule Co., Baltimore, Md.; R. B. Simpson, Miller and Hart, Chicago; A. C. Sinclair, T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia.; F. M. Tobin, Rochester Packing Co., Inc., Rochester, N. Y.; T. E. Tower, Sullivan Packing Co., Detroit, Mich.; H. P. Wetsell, Kingan & Co., Indianapolis; H. J. Williams, Wilson & Co., Chicago.

**Committee on Foreign Relations and Trade.**—Charles E. Herrick, Chairman, Brennan Packing Co., Chicago; G. A. Billings, Cudahy Brothers Co., Cudahy, Wis.; James G. Cownie, Jacob Dold Packing Co., Buffalo, N. Y.; A. W. Cushman, Hygrade Food Products

Corp., Chicago; R. H. Daigneau, Geo. A. Hormel & Co., Austin, Minn.; T. Henry Foster, John Morrell & Co., Ottumwa, Ia.; P. J. Hill, Armour and Company, Chicago; F. A. Hunter, East Side Packing Co., East St. Louis, Ill.; Robert Johnson, Oscar Mayer & Co., Inc., Madison, Wis.; Robert Mair, Swift & Co., Chicago; George Marples, Cudahy Packing Co., Chicago; John W. Rath, Rath Packing Co., Waterloo, Ia.; John Roberts, Miller and Hart, Chicago; M. Rosenbach, Wilson & Co., Chicago; W. R. Sinclair, Kingan & Co., Indianapolis.

**Committee on Hides.**—E. J. Madden, Chairman, Armour and Company, Chicago; F. A. Bryan, Kingan & Co., Indianapolis; H. R. Davison, Institute of American Meat Packers, Chicago; G. D. Fitch, Wilson & Co., Chicago; J. E. Gallagher, Guggenheim Bros., Chicago; T. P. Gibbons, Cudahy Packing Co., Chicago; W. W. Krenning, St. Louis Independent Packing Co., St. Louis, Mo.; Maurice N. Witt, Swift & Co., Chicago.

**Committee on Improved Live Stock Production.**—E. N. Wentworth, Chairman, Armour and Company, Chicago; A. C. Bolz, Oscar Mayer & Co., Inc., Madison, Wis.; Otto Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; T. H. Ingwersen, Swift & Co., Chicago; R. T. Keefe, Keefe-LeSturgeon Co., Arkansas City, Kans.; S. W. Lund, Swift & Co., Chicago; C. Robert Moulton, Institute of American Meat Packers, Chicago; Lorenz Neuhoff, White Provision Co., Atlanta, Ga.; W. S. Nicholson, Wilson & Co., Chicago; L. T. Phillips, Birmingham Packing Co., Birmingham, Ala.; G. C. Shepard, Cudahy Packing Co., Chicago; F. M. Simpson, Swift & Co., Chicago; A. F. Sinex, Cudahy Brothers Co., Cudahy, Wis.; H. A. O. Speers, Kingan & Co., Indianapolis; W. H. White, White Packing Co., Montgomery, Ala.; Edward F. Wilson, Wilson & Co., Chicago.

**Legal Committee.**—C. J. Faulkner, Jr., Chairman, Armour and Company,



PACKERS GROUPED IN EIGHT GENERAL DIVISIONS.

This map shows the Institute of American Meat Packers' regional divisions of the United States. Each division is under the supervision of a divisional committee, and the constituent region of each division is presided over by a regional chairman. The specific territory included in each division is described elsewhere in this issue.

Chicago; Thomas Creigh, Cudahy Packing Co., Chicago; Henry Veeder, Swift & Co., Chicago.

Committee on Live Stock Losses.—R. W. Carter, Chairman, Swift & Co., Chicago; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; Robert Ellis, Wilson & Co., Chicago; Max Guggenheim, Guggenheim Bros., Chicago; N. O. Newcomb, Lake Erie Provision Co., Cleveland, Ohio; J. W. Robb, Cudahy Packing Co., Chicago; C. J. Roberts, Roberts & Oake, Inc., Chicago; G. C. Shepard, Cudahy Packing Co., Chicago.

Committee on Marketing Beef.—C. R. Hood, Chairman, Wilson & Co., Chicago; F. A. Bryan, Kingan & Co., Indianapolis; A. W. Cushman, Hygrade Food Products Corp., Chicago; William Diesing, Cudahy Packing Co., Omaha, Nebr.; S. B. Dietrich, East Side Packing Co., East St. Louis, Ill.; C. A. Dwyer, Indianapolis Abattoir Corp., Indianapolis; Max Guggenheim, Guggenheim Bros., Chicago; W. W. Krenning, St. Louis Independent Packing Co., St. Louis, Mo.; T. G. Lee, Armour and Company, Chicago; A. B. Swift, Swift & Co., Chicago; John Tauffer, Oscar Mayer & Co., Inc., Chicago; Nicholas Walter, Illinois Packing Co., Chicago; Elgy Wimp, Wimp Packing Co., Chicago.

Committee on Membership (General).—E. A. Cudahy, Jr., Cudahy Packing Co., Chicago; Frank M. Firor, Adolf Gobel, Inc., New York; F. A. Hunter, East Side Packing Co., East St. Louis, Ill.

Committee on Nutrition.—W. D. Richardson, Chairman, Swift & Co., Chicago; Frederic Fenger, Armour and Company, Chicago; David Klein, Wilson Laboratories, Chicago; F. W. Kurk, Wilson & Co., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago; W. H. Lipman, Swift & Co., Chicago; C. Robert Moulton, Institute of American Meat Packers, Chicago; J. J. Vollersten, Armour and Company, Chicago; E. N. Wentworth, Armour and Company, Chicago.

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Wisconsin region, H. S. Culver.

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**Special Committee on Awards.**—H. P. Henschien, Chairman, Chicago; A. W. (Continued on page 51.)

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## Quick Freezing Meetings for Packers Are Arousing Wide Interest

Packers all over the country have been observing developments in quick freezing and considering their significance to the packing business.

In view of this widespread interest the Institute of American Meat Packers has made the subject of quick freezing the theme of regional meetings to be held in Chicago, at the Stevens hotel, next Thursday, Feb. 20, and in New York, at the Pennsylvania hotel, on March 6.

Such questions as how long quick frozen foods can be held in storage, proper ways of packaging, and the best means of distribution will be discussed by men who have had wide experience in these fields. More than seventy men have already signified their intention of attending.

### To Talk Transportation Problems.

R. W. Keyes, of the Booth Fisheries Company, will be an additional speaker at the regional meeting at Chicago. Mr. Keyes will speak on "Transportation Problems in Connection with the Distribution of Frozen Food Products in Consumer Packages."

The Booth Fisheries Company is one of the pioneer companies in packaging and distributing frozen products. Mr. Keyes' address will deal with such matters as protection of the product in transit, types of containers, temperatures required, and difficulties encoun-

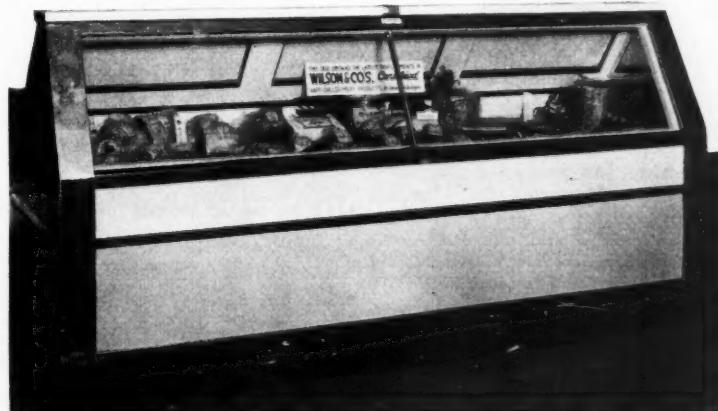
tered in shipping products by express, in refrigerated trucks and in refrigerated railroad cars.

It has been the aim of the Institute in arranging the program to cover all phases of the quick freezing field, including the actual freezing, distribution, storage and display in the retail store. Problems in the quick freezing of meat are comparable to problems encountered in the quick freezing of fish. Several of the speakers at the meeting have had much experience with quick freezing in the fish industry.

### To Tell of Dry Ice Experiments.

C. L. Jones of the DryIce Corporation of America, New York, will discuss introductory quick freezing methods and will give a demonstration. Mr. Jones has been actively engaged in research work since 1920. He spent five years in industrial research work at the Mellon Institute of Industrial Research, and in 1927 became associated with the DryIce Corporation. He is now in charge of research and development for that company.

H. F. Taylor, vice president for Scientific Research of the Atlantic Coast Fisheries will discuss his experience with quick freezing. Mr. Taylor has done extensive research work for the government and for his company with regard to quick freezing of fish. He has written extensively on the subject.



ANOTHER PACKER ON THE MARKET WITH HARD CHILLED MEATS.

Wilson & Co., which has been experimenting for some time with the production and merchandising of hard-chilled meats in consumer packages, recently placed a line of these products on the market.

Coincident with this move the company installed a refrigerated show case in its general office building in Chicago, in which the various hard chilled cuts are displayed. This show case is kept at a temperature of about 20 degs. F.

At the present time the company is merchandising the following hard chilled cuts: Pork chops in 6-lb. pails, center cut pork chops, pork roasts, pork tenderloin, lamb rib chops, lamb loin chops, leg of lamb, shoulder of lamb, rolled loin lamb roasts, rolled breast of lamb and lamb stew.

All of these cuts, with the exception of pork chops in pails, are put up in transparent wrappings. Pork chops are wrapped four to the package and lamb chops three to the package. In each case the net weight is marked on the package.

He is also an inventor of note having been granted more than one hundred patents.

F. B. Green, Baltimore, will discuss "Essentials in the Design of Display and Storage Cases for Quick Frozen Meats." Attention will be particularly directed to the care of quick frozen meats in retail stores, a phase which has not been stressed at Institute meetings to a great extent heretofore. Several manufacturers will exhibit storage and display cases for quick frozen meats at the meeting.

A. T. Millot, of the General Electric Co., will speak on "Refrigeration Requirements for Merchandising Quick Frozen Meat Products."

Carl E. Kolbe, one of the pioneers in quick freezing research, will discuss quick freezing observations and sales problems.

#### Will Serve Quick Frozen Steaks.

Part of the meeting will be thrown open to discussion of questions presented by those attending. The morning session will begin at 10 o'clock and the afternoon session at 2. The hotel will serve a luncheon at 12:30 at which quick frozen steaks will be served. The price charged by the hotel will be \$2.00 and tickets must be reserved in advance. Meetings will be held in the exhibition hall of the Stevens.

The program of the New York regional meeting, which will be held on March 6, will be practically the same as that held in Chicago. Clarence E. Birdseye, vice president of Frosted Foods, and inventor of the Birdseye process, will be an additional speaker at the New York meeting.

#### NOTES OF "NEW COMPETITION."

National Brands, Inc., a new organization formed to acquire ownership of various companies engaged in the manufacture of products sold in the food trade, has filed articles of incorporation at Wilmington, Del. The new concern has an authorized capital of \$5,000,000 in 6 per cent convertible debentures. The stock consists of 250,000 shares of Class A and 200,000 shares of common.

The first enterprise to be taken over by the new company is reported to be the Quaker Products Co. of Philadelphia. It is expected that the next organization to be absorbed will be American Dairies Co. of Detroit.

#### PACKER EARNINGS LESS.

A drop of 8.59 per cent is shown in the net earnings of 10 packing companies for the fiscal year 1929, according to a recent compilation.

In this period the combined profits of the 10 companies totaled \$31,945,677 compared with \$34,947,565 in the fiscal year 1928. Of the 10 companies listed, only John Morrell & Co. and Wilson &

Co. show an increase in profits over 1928.

Comparative figures for the 10 companies are listed as follows:

	1929.	1928.
Armour and Company.....	\$9,810,515	\$11,326,425
Brennan Packing Co. ....	397,921	530,600
Cudahy Packing Co. ....	2,412,202	2,617,300
Jacob Dold Packing Co. ....	244,840	408,732
Hammond, Standish & Co. ....	104,840	208,083
John Morrell & Co., Inc. ....	183,435,790	2,489,985
Nuckolls Packing Co. ....	202,380	213,561
Sullivan Packing Co. ....	51,449	184,783
Swift & Company .....	13,076,816	14,813,181
Wilson & Co. ....	2,304,592	2,207,877

a-Deficit. b-Thirteen months.

#### FINANCIAL NOTES.

The capital stock of John Morrell & Company has been placed on an annual dividend basis of \$4.40 a share. This is coincident with the declaration by the board of directors of a quarterly dividend of \$1.10 a share, payable March 15 to stockholders of record February 21. The previous annual rate was \$3.60 a share.

A consolidated net income of \$3,484,686 is reported by the Link-Belt Company and subsidiaries for the year ended December 31, 1929. This is after depreciation, taxes and all other charges, and is the best showing ever made by the company. The net income of the previous year amounted to \$3,341,823.

The Continental Can Co. is reported to be planning a new unit in Jacksonville, Fla., to be placed in operation as soon as equipment can be installed.

#### PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Feb. 11, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Feb. 5, or nearest previous date:

	Sales.	High.	Low.	Close.
Week ended	Feb. 11.	Feb. 11.	Feb. 11.	Feb. 11.
Amal. Leather.....	500	261 $\frac{1}{2}$	261 $\frac{1}{2}$	261 $\frac{1}{2}$
Do. Pfd. ....	500	100	4 $\frac{1}{2}$	4 $\frac{1}{2}$
Amer. H. & L. ....	900	281 $\frac{1}{2}$	28	281 $\frac{1}{2}$
Do. Pfd. ....	9,500	471 $\frac{1}{2}$	47	47
Amer. Strs. ....	2,600	6	5 $\frac{1}{2}$	5 $\frac{1}{2}$
Armour.....	1,100	5	5 $\frac{1}{2}$	5 $\frac{1}{2}$
Do. B.....	9,500	31	3	31
Do. Pfd. ....	1,300	61	60 $\frac{1}{2}$	61
Bartelt's Leather.....	500	78	79 $\frac{1}{2}$	79 $\frac{1}{2}$
Beechnut Pack. ....	100	65	65	65
Bohach, H. C. ....	100	65	65	65
Chick C. Oil. ....	1,700	281 $\frac{1}{2}$	26 $\frac{1}{2}$	26 $\frac{1}{2}$
Childs Co. ....	12,400	65	63	65
Cudahy Pack. ....	1,700	45 $\frac{1}{2}$	45 $\frac{1}{2}$	45 $\frac{1}{2}$
First Nat. Str. ....	3,300	57 $\frac{1}{2}$	56 $\frac{1}{2}$	57 $\frac{1}{2}$
Gen. Foods. ....	100,400	55 $\frac{1}{2}$	54 $\frac{1}{2}$	54 $\frac{1}{2}$
Gobel Co. ....	62,500	18 $\frac{1}{2}$	17 $\frac{1}{2}$	18
Goettl & P. I. S. t. f'd. ....	140	110 $\frac{1}{2}$	110 $\frac{1}{2}$	110 $\frac{1}{2}$
Do. new.....	170	245	245	240
Homed G. A. ....	500	35	34	35
Hygrade Prod. ....	2,600	12 $\frac{1}{2}$	12	12 $\frac{1}{2}$
Kroger G. & B. 22,200	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$	49 $\frac{1}{2}$
Lilby McNeill. ....	5,700	18 $\frac{1}{2}$	18 $\frac{1}{2}$	18 $\frac{1}{2}$
MacMarr Strs. ....	1,300	20 $\frac{1}{2}$	20 $\frac{1}{2}$	20 $\frac{1}{2}$
Mayer, O. & Pfd. ....	650	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$
Morrell & Co. ....	4,800	70 $\frac{1}{2}$	69 $\frac{1}{2}$	70 $\frac{1}{2}$
Nat. Fd. Pr. A. ....	300	11	11	10 $\frac{1}{2}$
Do. B.....	.....	.....	3 $\frac{1}{2}$	3 $\frac{1}{2}$
Nat. Leather.....	1,100	38	38	1 $\frac{1}{2}$
Nat. Tea. ....	1,000	38	38	40 $\frac{1}{2}$
Pine & Gamb. ....	2,500	97 $\frac{1}{2}$	97 $\frac{1}{2}$	67
Rath Pack. ....	400	22	22	22
Safeway Strs. ....	5,800	114 $\frac{1}{2}$	112 $\frac{1}{2}$	114
Do. 6% Pfd. ....	450	99	98	99
Do. 7% Pfd. ....	30	108	108	109
Stahl-Meyer. ....	100	26	26	25 $\frac{1}{2}$
Strauss-R. Strs. ....	300	11	11	10 $\frac{1}{2}$
Swift & Co. ....	700	132 $\frac{1}{2}$	132 $\frac{1}{2}$	132 $\frac{1}{2}$
Do. Int'l. ....	3,250	33	33	33 $\frac{1}{2}$
Trinck Pork. ....	1,000	25 $\frac{1}{2}$	25 $\frac{1}{2}$	25 $\frac{1}{2}$
U. S. Cold Stor. ....	800	8 $\frac{1}{2}$	8 $\frac{1}{2}$	9
U. S. Leather. ....	300	17 $\frac{1}{2}$	17 $\frac{1}{2}$	17 $\frac{1}{2}$
Do. Pr. Pfd. ....	100	80 $\frac{1}{2}$	80 $\frac{1}{2}$	80 $\frac{1}{2}$
Wesson Oil. ....	900	25 $\frac{1}{2}$	25 $\frac{1}{2}$	25 $\frac{1}{2}$
Do. Pfd. ....	800	53 $\frac{1}{2}$	53 $\frac{1}{2}$	53 $\frac{1}{2}$
Wilson & Co. ....	300	4 $\frac{1}{2}$	4 $\frac{1}{2}$	4 $\frac{1}{2}$
Do. A. ....	100	10	10	10 $\frac{1}{2}$
Do. Pfd. ....	1,100	50	50	51 $\frac{1}{2}$

#### Chain Meat Stores

News and Views in This New Field of Meat Distribution.

#### RULE AGAINST CHAIN TAX.

Three federal judges having held that the Indiana chain store tax, whereby chains were taxed \$10 to \$25 per unit compared with a tax of \$8 on independent stores, is unconstitutional, an appeal to the United States Supreme Court is expected.

The court held that the amount of the tax to be paid by chains pursuant to the act in question "is determined not by the amount of sales, or the value of such business, but solely by the number of stores operated."

Such a classification, it was held, "would deny the owner of more than one store the equal protection of law as guaranteed by the constitution of the United States and deprive him of his rights under the constitution of the state of Indiana."

#### CHAIN STORE NOTES.

Plans are under way for the entrance of the Great Atlantic & Pacific Tea Co. into Los Angeles, according to John M. Toolin, president of the central division of the company. This would make the corporation what its name signifies—covering the country from ocean to ocean. For the past two years the company has maintained buying offices in San Francisco. The organization was founded 70 years ago and now has 16,000 stores.

Considerable increases in food chain store sales in January over those of last January are reported. For the period January 2 to January 29, 1930, Safeway Stores sales totaled \$18,439,302 compared with \$14,902,795 a year ago; National Tea, \$7,333,919 compared with \$7,272,103 last year; MacMarr Stores, \$7,165,236 compared with \$6,297,753; H. C. Bohack, \$2,329,030 this year and \$2,124,991 last year; and Southern Grocery Stores, \$1,648,000 for the five weeks period compared with \$1,243,000 in 1929. Of 46 chains of all descriptions reporting January sales, only five showed a decline from sales of a year ago. An average gain of 9.53 per cent is shown for the 46 chains.

For the quarter ended December 31, 1929, First National Stores report a net income of \$1,163,065 after depreciation and taxes. This is equal, after preferred dividends, to \$1.32 a share on 820,699 shares of common stock. The earnings were \$1.51 a share in the preceding quarter. The net income in the last quarter of 1928 amounted to \$799,975, or \$1.20 a share on the outstanding common at that time. The net profit for the nine months ended December 31, 1929, was \$3,620,324 compared with \$1,941,524 in the same period of the previous year.

The net income of the Jewel Tea Co. for the year ended December 31, 1929, amounted to \$1,691,302 compared with \$1,530,889 in 1928. Sales totaled \$16,844,110 as against \$15,970,893 in 1928. The 1929 profits are equal to \$6.04 compared with \$5.46 in 1928 on the present capitalization.

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## Animal Fat Surpluses

Export trade in foodstuffs during 1929 was valued at slightly over three-quarters of a billion dollars, being only a few million dollars less than the 1928 valuation.

Meats and animal fats constituted an important part of this valuation, animal fats alone representing more than one-seventh of the value of all foodstuffs exported.

Lard, of course, plays a large part in the export of animal fats. There was a marked increase in quantity of this commodity exported during the year, but the increase in valuation indicated either that the extra tonnage sold at approximately 8½ cents per pound, or that the entire price level was below the level which prevailed a year ago.

As the average price of hogs in 1929 was well above that of 1928, part of the packer's possible profits of the year clearly were dissipated in the export lard market.

On its face the growing export trade in lard looks promising, but if tonnage

is gained at a price disadvantage such as the current export figures indicate, there is little of promise in this export outlet.

Once again the problem of profitable lard distribution is raised. The question has been asked why this country should not find ample sources of fat supply in the hogs, beef cattle and cottonseed produced within its borders without supplementing this with raw materials from other parts of the world.

Whether or not this is the case, the profitable distribution of the product of raw fats of domestic production must be a never-ceasing subject of study and investigation.

## Skin-Deep Beauty Costly

A protest has been made by the U. S. Bureau of Animal Industry against a type of skin-deep beauty that is costly to the meat packer as well as to the breeder of livestock.

This protest is directed against the practice of filling or "plugging" hollow spots, particularly in the backs of cattle competing for prizes at shows. These hollow spots are filled out by injecting tallow, oil, lard or other substances under the hide of the animal to fill depressions and deceive the judges in the show ring.

This practice results in bruised, inflamed or some other abnormal condition of the meat with which the foreign substance comes in contact, and results in condemnations of those parts of the carcass.

Packers usually pay more for show animals than for the same grade of cattle on the open market, therefore are not in position to suffer condemnation of some of the most valuable parts of the carcass. This bruised or inflamed meat must be cut out, thereby greatly reducing the value of the carcass.

The bureau calls attention to the fact that the carcasses of several cattle entered at one of the recent great livestock expositions showed evidence of plugging. It recommends disqualification of animals so treated, together with publicity and penalties sufficient to free the industry from this practice and abuse.

## Selling Starts in Plant

Absolute uniformity in packinghouse products is difficult to secure because of wide variation in the raw material. This is true not only in such manufactured products as shortening and lard, but also of fresh, cured, processed and canned meats.

Importance of uniformity has never before been so apparent as now, when more and more meats are leaving the packinghouse ready for the consumer. This means that branded product must have a uniform standard, and all meats coming within that brand must approach this standard as nearly as possible.

The packer's merchandising methods must be changed somewhat. Heretofore he made little direct consumer appeal. Now at least the printed word will be carried to the housewife on the packaged meat.

The value of creating consumer preference for certain products is quite generally recognized, and methods by which this is done are known to all meat merchandisers. When the time comes for this activity they will do a good job, but some of their efforts will be wasted if the operating departments are not made to understand the significance and promise in the label.

When a packer trade marks or labels a product the public understands that a definite standard of quality has been set. When he continues to use that label he guarantees that quality will be maintained.

An absolute standard of quality is not possible in meat products, due to variations in the raw material—livestock. But any packer who sets out to do so can approximate very closely the qualities determined as constituting his different brands.

Mistakes are going to be made and time lost if merchandising campaigns to build consumer good will for branded merchandise fail to start in the processing departments. The first thing to do is to get the quality right, and a plant control instituted that will keep the quality uniform.

When these things have been done the sales department can state its case with conviction, and the consumer can depend on getting what she likes and wants.

# Practical Points for the Trade

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## Minced Ham Trouble

A sausagemaker is having trouble with his minced ham turning gray in the center. He sends samples of the product and asks what the trouble is. He says:

Editor The National Provisioner:

We are sending you several slices of minced ham, which you will note has a green center.

The trimmings of which this is made consist of bull meat and regular pork trimmings which have been cured three or four days with a commercial curing mixture. The meat was ground through the inch plate before it was cured and had been in cure three or four days.

We feel pretty sure the meat is thoroughly cured.

As a filler in this batch we used 5 lbs. of edible cracklings and 5 lbs. of a cereal flour, to a 200 lb. batch of meat.

We are having similar trouble with some of our other meat products. Could the cracklings make the trouble? We use them in bologna and some other sausages but have no trouble.

This inquirer is having trouble with his minced ham. He uses a commercial curing formula and complains of the meat turning green. Samples of minced ham submitted were entirely gray where exposed to the air, and mixed gray with the natural meat color where the product had been exposed less.

The meat had the appearance of being undercured and the product almost looked as though made from fresh meats. The inquirer says that the meat was ground through the one inch plate and was in cure three or four days before being used.

This length of time is not sufficient to cure meat so cut. It should be in cure not less than 5 days with a given curing formula, and should be cured at temperatures ranging from 36 to 40 degs.

The edible cracklings, if fresh and sweet, which this inquirer uses in his product, would have no influence on the trouble complained of, and it is probable that the filler used has little to do with it.

A standard cure and a standard curing time should be established for all meat used for this purpose, otherwise trouble is likely to occur.

**Formula.** — A good formula for minced sausage is as follows:

- 50 lbs. boneless bull meat
- 20 lbs. lean pork trimmings
- 20 lbs. pork cheeks
- 10 lbs. regular pork trimmings

100 lbs.

The meats should be cured separately. Some sausagemakers do not cure the regular pork trimmings, using these strictly fresh. This helps to reduce the salt flavor in the finished product.

After the meats have been put through the one inch plate, use the following curing mixture to each 100 lbs. of meat:

2 lbs. salt
8 oz. sugar
3 oz. saltpepper

and if available, 1 gal. of No. 2 ham pickle.

Put the ground meat and the dry curing ingredients in the mixer and mix thoroughly for about 3 minutes.

Then put the meat in a barrel and pour the No. 2 ham pickle over it. Do not pack the meat any more than is absolutely necessary.

**Curing.** — Cure in open barrels at a temperature of 36 to 40 degs. for five to seven days. If frozen trimmings are used they should be defrosted before being put into cure or an added time be allowed for the trimmings to defrost and take the cure.

After the trimmings are cured, grind the boneless bull meat and pork cheeks through the one-eighth inch plate of the hasher, and the lean and regular pork trimmings through the one-fourth inch plate.

Put the bull meat and pork cheek meat in the silent cutter and chop for about two minutes. Then add lean and regular pork trimmings, seasoning and

ice water or crushed ice, and chop all together for about two additional minutes.

Place in the mixer, adding filler, if used, and just enough crushed ice to keep the meats cool. Mix for about four minutes.

**Casings.** — Stuff in beef bladders or bung casings, puncturing where necessary to let the air out. Hang in the cooler at 36 to 40 degs. F. overnight and put in the smokehouse the following morning. The temperature of the smokehouse should be 135 to 140 degs. F. for the first hour, raised gradually to 150 degs. Hold there until the desired color is obtained.

Give the product a long slow cooking at a temperature of 160 degs., the time required being dependent on the container used. If stuffed in bladders it should be cooked from 3 to 6 hours, according to the size of the bladder.

Take out of the cooking vat and spray or chill in cold water for about three minutes. Then hang in natural temperatures for some time to chill partially. The holding cooler should be at a temperature of 45 to 50 degs. to chill the product thoroughly before packing.

## Freezer Shrink

Do bellies shrink in the freezer? A packer writes regarding this as follows:

Editor The National Provisioner:

Is there any shrink in freezing bellies which are thoroughly chilled before going to the freezer?

There is always some shrink of meats in the freezer. If the bellies are wrapped, the shrink is less. It can be kept down to 1 per cent and sometimes lower.

Unwrapped product stored in the freezer will shrink as much as 2 per cent.

Meats in the freezer shrink slightly all the time, and if stored for excessive periods, this average shrink of 2 per cent for unwrapped, and 1 per cent for wrapped meats would be greater.

Tests have shown that the saving in shrink resulting from wrapping meats before placing in the freezer, will more than pay for the cost of the paper and the labor involved. A special waxed paper is available for this purpose.

Write us your experience with inedible tanks foaming. Have you noticed the kind of material in the tank when this happens? Send your comments to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Sausage Spoilage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

THE NATIONAL PROVISIONER has made a reprint of its information on "Sausage Spoilage." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 2c stamp.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Sausage Spoilage."

Name .....

Street .....

City .....

Enclosed find a 2c stamp.

## Off Flavor in Sausage

A sausagemaker complains of an undesirable taste in sausage in which cracklings were used. He says:

**Editor The National Provisioner:**

We have had some trouble with our sausage in which cracklings were used. It had a rancid or soapy taste and the trade disliked it. Is there a special way of using cracklings, or is there a kind that does not have that taste?

This sausagemaker's trouble was due either to the inclusion of too large a percentage of cracklings or the use of old cracklings which had not received the proper storage care.

Large users of cracklings in sausage manufacture report no such trouble as this inquirer has had. They use only cracklings kept in the cooler at 33 to 35 degs. F. If the cracklings are sweet when they go into this temperature, they will keep in first class condition indefinitely.

Common practice in mixing the meat for cooked sausages is to use 40 lbs. of water or crushed ice to 150 lbs. of meat. But if 10 lbs. of sausage cracklings are used in place of 10 lbs. of meat in a 150 lb. block, more water can be used. It is possible to use 2½ lbs. of water to each pound of cracklings, or an additional 25 lbs. of water.

The most successful users of cracklings in sausage manufacture use 10 lbs. of cracklings to each 140 lbs. of meat.

### PACKERS CANNING CHICKENS.

(Continued from page 24.)

If the birds are to be packaged, they are then ready to go into the cooler and later to the packing room; or, if they are to be canned, into the cooking room. From ten to twelve workers at the eviscerating table are required to handle about 700 birds an hour.

The canning operation is not complicated or difficult. When whole chickens are being canned irregular-shaped cans are used. Round cans, capable of holding 1½ to 2 lbs., are used for half chicken.

#### Proper Cooling Important.

The chicken is placed in the can, chicken jelly added if desired, the top soldered on, and the can conveyed through a continuous exhaust box. The vent in the top of the can is open during this preliminary cooking, and the cans remain in the steam about 30 minutes. They then go into the vacuum machine, where the vents are closed.

The last operation is cooking. The vacuum sealed cans are placed in a horizontal retort or cooking box and cooked for from 20 to 30 minutes in a steam pressure of 20 lbs. (about 260 degs. F.). The cans are then cooled with a water spray, inspected for leaks and labeled.



WHERE CHICKENS ARE DRESSED BY MODERN MECHANICAL METHODS.

At the right is a traveling inspection table and at the rear a traveling eviscerating table.

Starting at the right the processes are as follows: Opening for inspection, inspecting, removing head and feet and eviscerating. Two rows of workers are usually employed at the eviscerating table.

Cooling the cans after cooking must be done carefully and properly, otherwise there will be considerable loss through bulging and breaking of the cans.

It is obvious that there will be generated within the cans during the cooking a pressure approximately the same at that within the retorts (20 lbs.). When water is sprayed into the retort a partial vacuum is formed in the retort, while the pressure in the can drops rather slowly.

Unless a pressure inside the retort equal to the pressure within the can is maintained during the cooling process the cans will bulge, and some of

them are sure to open at the seams.

One method of maintaining this pressure in the retort is with compressed air. At the start of the cooling operation the air pressure is about 20 lbs. As the cooling progresses this pressure is gradually reduced. The object is to have the pressure within the can and within the retort as nearly the same as possible until the can is cool and there is no pressure in it.

Fancy dry cured bacon is always in good demand. It is not difficult to make if you know how. Write THE NATIONAL PROVISIONER for full direction on how to make this fancy product.



TRAVELING TABLE USED FOR EVISCERATING CHICKENS.

The table is divided longitudinally into three sections. The carcasses with heads and feet removed are placed in the center section and travel to the workers.

Eviscerating is done on side cutting boards, and the eviscerated birds are placed in the outside sections to be carried to the washing trough. Water sprays keep the cutting boards clean.

## Miller and Hart Report Shows Them in Strong Financial Position

Sales totaling \$10,507,343 are reported by Miller and Hart, Inc., for the year ended October 31, 1929. This is an increase of \$644,274 over those of the previous year, and the volume compares favorably with previous peak years of the company.

In commenting on sales President John Roberts said: "Competition throughout this past year was unusually keen, but we maintained our long-established trade and opened more new accounts than usual."

Consolidated net profits for the year amounted to \$266,405.18.

The company's strong financial position is indicated by the ratio of current assets to current liabilities at October 31, which was more than 5.22 to 1. Working capital of that date amounted to \$1,881,293.47 and the cash on hand and call loans were in excess of \$821,000.

### Encouraging Prospects for 1930.

In his letter to stockholders, dated February 5, 1930, Colonel Roberts calls attention to the advantages accruing with the acquirement of the business of Roberts and Withington, Inc., Providence, R. I., which took place on January 16, 1929. This company contributed \$27,133 to the net profits of Miller and Hart, Inc., from the date of its acquisition to the end of the year.

Commenting on the 1929 earnings and the prospects for the current year, President Roberts said:

"Net earnings of your company for the fiscal year, due to conditions affecting the pork packing industry as a whole, while not equal to those for 1928, were more than ample to meet all fixed charges and dividend requirements, after generous reservations for depreciation and other reserves.

"Your company enters 1930 with its business in a healthy condition. Inventories are carried at prices which should show us a reasonable profit, and the management looks forward to very much improved conditions during 1930."

### Consolidated Balance Sheet.

The consolidated balance sheet as of October 31, 1929, is as follows:

ASSETS.		
Current Assets:		
Cash on hand and in banks	\$ 121,748.52	
Call loans	700,000.00	
Receivables—less reserve for doubtful accounts	614,747.76	
Inventories certified by the management as to quantities and condition:		
Packinghouse products priced at market value estimated selling expense, \$702,308.36		
Supplies at cost less deduction for obsolescence, etc., \$55,614.34		
Hogs in transit, \$41,464.63	880,647.35	\$2,326,143.61

Officers' and employees' notes receivable	40,097.41
Prepaid insurance, taxes, interest, etc.	29,290.16
Investments—Mortgage and stock	5,297.00
Plant and Equipment:	
Land, building, machinery and equipment, at cost, less depreciation	2,501,453.33
Automobiles and trucks, at cost, less depreciation	23,197.69
Trade-marks, trade names and goodwill	326,194.73
Deferred charges	81,611.64
	\$5,342,285.57

LIABILITIES AND NET WORTH.		
Current Liabilities:		
Bank loans	\$ 72,000.00	
Accounts payable	180,034.52	
Accrued salaries, taxes, etc.	102,815.62	\$444,850.14
Funded Debt:		
6% Gold debenture bonds	1,792,500.00	
Minority Interests:		
Roberts and Withington, Inc., \$7 cumulative preferred stock of no par value	71,600.00	
Net Worth:		
Capital (Miller and Hart, Inc.)	2,343,956.22	
Surplus—paid in at date of organization	500,000.00	
Surplus—earned:		
Balance November 1, 1928	119,228.49	
Net profits for the year ended Oct. 31, 1929 (Miller and Hart, Inc.)	\$239,271.66	
Net profits for the period from Jan. 17, 1929, to Oct. 31, 1929 (Roberts and Withington, Inc.)	\$27,133.52	
Less dividends paid on preferred stocks	\$23,465.18	
	\$196,254.46	70,150.72
		3,033,365.43

*Represented by	No. of Shares—	
	Author-	
	ized.	Issued.
Convertible preference stock, without par value: preferred as to dividends of \$3.50 per annum and in dissolution or liquidation to \$60.00...	55,000	55,000
No-par common stock	200,000	121,062
		85,342,285.57

Profit and Loss Account.		
The detailed profit and loss account for the fiscal year follows:		
Miller and Hart, Inc.		
Net sales	\$10,507,343.22	
Cost of sales	9,547,437.55	
Gross profit from sales	\$ 959,905.67	
Selling expenses	348,517.00	
Administrative expense	260,618.02	
	\$ 609,135.02	
Operating profit	\$ 350,770.65	
Other income	35,788.91	
Total profits and income	\$ 386,559.56	
Other deductions:		
Interest and discount on debenture bonds	\$ 110,386.64	
Interest paid	4,727.30	
Miscellaneous	1,873.96	
	\$ 116,987.90	
Net profits before federal income taxes	\$ 269,571.66	
Provision for federal income taxes	36,300.00	
Net profits exclusive of dividends received from subsidiary	\$ 233,271.66	
Net profits of Roberts and Withington, Inc., for period from January 17 to October 31, 1929	27,133.52	
Consolidated net profits	\$ 266,405.18	

### PROMOTE LAMB CONSUMPTION.

Representatives of Colorado and Nebraska lamb feeders were in Chicago during the week conferring with leaders in the packing industry and the retail meat field as well as officials of the National Live Stock and Meat Board, looking to the expansion of educational work on lamb as a meat food.

Harry W. Farr, president of the Colorado-Nebraska Association, was chairman of the visiting committee. He was accompanied by Senator N. C. Warren of Fort Collins, Colo., Fred Klink of Denver, E. J. Wagner of Fort Collins, Charles Kearney of Morrill, Nebr., and J. A. Hanlon of Billings, Mont.

More than 2,000,000 lambs, or one-sixth of all the lambs consumed annually in the United States are fed in Colorado and Nebraska. The association represented by Mr. Farr has 2,000 members.

The representatives of the western feeders felt that lamb is one of the most reasonably priced of all meats at the present time. The wholesale price level is the lowest it has been in nine years and the quality is excelled at no other time of the year.

As a result of the radio program sponsored by the lamb feeders and carried out through the National Live Stock and Meat Board thousands of requests are being received from listeners for the lamb menu book.

Large numbers of fed lambs will be sent to market between now and May 1, and the feeders anticipate a more widespread demand for lamb as a result of their publicity and educational work.

### LAMB SHIPMENTS HEAVY.

Lambs to the number of 418 cars moved from the northern Colorado, Arkansas Valley and Scotts Bluff sections, during the week ended February 8, 1930, compared with 315 cars for the same week last year and 526 cars two years ago. These sections have moved 1,744 cars of lambs since January 1, 1930, compared with 1,413 cars last year and 1,770 cars two years ago.

Northern Colorado moved 231 cars of lambs during the same week, compared with 184 cars last year and 393 cars two years ago. The northern Colorado movement since January 1 has been 971 cars, compared with 726 cars last year and 1,113 cars two years ago.

Arkansas Valley shipped 90 cars of lambs last week, compared with 59 cars last year and 58 cars two years ago. The total Arkansas Valley movement since January 1 has been 399 cars, compared with 342 cars last year and 241 cars two years ago. The Scotts Bluff section moved 97 cars of lambs last week, compared with 73 cars last year and 75 cars two years ago. Since January 1 the Scotts Bluff section has shipped 374 cars of lambs, compared with 345 cars last year and 416 cars two years ago. Most of the Idaho lambs are moving to coast markets with a much smaller proportion going east than in past seasons.

# A Page for the Packer Salesman

## New Selling Methods

### How Will They Affect Work and Value of Meat Salesmen?

Are meat salesmen thinking about quick-frozen, cut and packaged fresh meats and making plans for selling them efficiently when they are on the market?

One salesman wants to know. The new trend in merchandising is bothering him, and he is interested in knowing the conclusions at which other salesmen have arrived on a number of phases of the new order of merchandising.

His questions at least suggest subjects for thought and speculation. He says:

**Editor THE NATIONAL PROVISIONER:**

Meat salesmen are or should be interested in every trend and development that might affect their work.

Just now quick freezing and packaging of retail cuts is very much in the spotlight. What is the retail sentiment in regard to this merchandise and how will it affect the work of the salesmen?

In my territory I have found most retailers apathetic regarding the new packaged fresh meats. No doubt this attitude is engendered by the fact that there are no indications that it will come on the market in this section of the country in any considerable volume in the near future. When these cuts make their appearance in a few of the stores there may be a different story to tell.

#### Packer Must Create Demand.

The general opinion now is that that merchandise for which there is a demand will be stocked. If the consumer wants frozen, packaged fresh meat the retailer will be glad to get it for him. But there is no disposition on the part of the retail trade to assist in creating this demand. This activity, it is felt, is up to the packer.

But the interesting point is: If the distribution of frozen, packaged meats becomes general how will it affect the salesman? Will his work be simplified or made more difficult?

Will he be able to produce more and make himself of more value to his firm? Will his outlets and his volume be increased? In what way will he have to revise his methods?

Doubtless these thoughts are in the minds of many salesmen and perhaps some have formed pretty definite opinions on these subjects.

I have not seen these subjects discussed in the Salesman's Page of THE NATIONAL PROVISIONER. It occurred to me that opinions on these matters from salesmen and sales managers would be interesting and valuable in forming policies and making plans.

#### Outlets Will Increase.

In the first place, it seems to me, outlets for meats will be increased and the size of the order will be decreased. This means the salesman will have to make more calls each day, but this will be offset to some extent by the fact that less time will be required for each call.

Summed up, however, it occurs to me that more time, work and effort will be required to sell the same tonnage of cut and packaged meats than is required to sell wholesale cuts.

This may not be important in some cases, but how about the man who is now giving his best efforts to his work and getting out of his territory about all that can be expected from him? Will his future work be judged by what he is doing today, or will a new basis of comparison be made?

The question of territory also enters. With more outlets will the territory of each man be reduced, or will he, because of smaller orders, be expected to get over more ground?

Yours very truly,

**PACKER SALESMAN.**

**EDITOR'S NOTE**—Sales managers and salesmen are invited to write their opinions on this subject. Address Editor, THE NATIONAL PROVISIONER, Chicago.



#### STOP-WATCH EFFICIENCY.

**By T. R. Bradley.**

I know of one salesman who averages 125 orders a week the year around—orders secured by personal solicitation, not by phone. Another salesman, working under very much the same conditions, has difficulty in averaging 40 orders a week. For convenience we will call them Mr. A. and Mr. B.

Mr. A makes his first call at precisely the same time every morning. After the customary greeting he comes right to the point of his story. He gives the impression of being a very busy man.

He is pleasant, but not to the point of being humorous. He invites respect and attention by his poise and business-like manner of presentation. He gets the order and is gone before the prospect scarcely realizes he has had a caller.

Mr. B, on the other hand, always manages to get a bad start. He usually makes his first call about one hour late. He chats with his prospect about ten minutes, tells a couple of "hot" jokes, opens up his sample case and leisurely places his samples on the counter. He looks wise and says nothing.

Finally he starts talking about his line in a manner which invites argument, and by the time he has won his argument and lost the sale, a half hour or more of his time has passed. On his way out he stops to "wise-crack" with the good-looking lady cashier, and thus ends his first call.

At the end of the day Mr. A has made 30 or 40 calls, while Mr. B has made only 15. This tells the whole story.

Manufacturers are continually employing efficiency engineers to check into their operating methods, in an effort to eliminate waste motion and loss of volume on production. The stop-watch is put on every operation.

Obsolete equipment is discarded. Inefficient employees are discharged unceremoniously. Production is speeded up and costs per unit are lower proportionately.

Someone has said, "why not apply the same method to sales?"

While it is acknowledged that, in a strict sense, the stop-watch cannot be used in regulating the functioning of sales units, nevertheless greater efficiency in working methods of salesmen are demanded today than were required a few years back.

The ambitious salesman will do well to check up on his selling time. For instance, how much time is consumed in getting ready to work? How much time is lost in unnecessary visiting? How long between stops, etc.?

Let's analyze the situation and determine our time efficiency per unit of sale, per unit of volume, per unit of expense, etc. We should be open-minded and willing to be convinced. A stop-watch used for one week in any territory would surprise us all.

Stop the leaks! Let's work for greater sales efficiency and the inevitable result—definite progress in our work.

*This is one of a series of "One Minute Sales Talks" which will appear regularly on this page.*



# Provision and Lard Markets

## WEEKLY REVIEW

### Trade More Active—Market Firm—Cash Trade Good—Hogs Firm—Sentiment More Bullish—Profit Taking Causes Setback.

A more active trade and a strong tone was the feature in the market for lard and meats the past week. Interest of a more general character has been in evidence for some time past. Prices advanced rather steadily, particularly in lard, until May showed a rally of 1c lb. from the season's low point. Commission houses and interests with packers' connections were on the buying side, and shorts covered rather freely, influenced by the strength in hogs, a moderate hog run and reports of satisfactory distribution of lard.

A fairly good outward movement attracted attention. The advance at times was in spite of weakness in grains. The upturn was a little rapid, and with the technical position slightly weakened by the elimination of shorts, a setback, due mainly to profit taking, materialized. On the declines, there was evidence of a good class of support, and it was apparent that sentiment as a whole was distinctly more friendly to the market.

The hog run in the early part of the week showed some tendency to enlarge, due apparently to the better price level established on the upturn. However, the impression prevails that the average run for the next two months or so will prove moderate in size, and that there will be little difficulty in maintaining the hog level. As a matter of fact, there were further reports during the week of active interior feeding operations. The trade looked upon this as forecasting moderate arrivals, while with the corn-hog ratio beneficial to the feeder, the impression prevailed that hogs would be kept on the farm some time longer.

#### Hog Prices Higher.

The average hog price at Chicago at the close of the week was 10.65c compared with 10.05c the previous week, 9.90c a year ago, and 8.25c two years ago. This week found the market close to an average of 11c. At the same time, it was interesting to note that packing at Chicago since November 1 has been about 134,000 hogs less than the same time last season.

Reports indicated a continued good domestic demand for cash lard. As a result, the impression prevailed that the lard statistics the first half of this month would make a bullish showing. Some felt that lard was receiving the benefits of its relative cheapness compared with competing products, but on the whole the statistical position of edible fats, compared with last year, is quite satisfactory, although there have been indications of some falling off in cotton oil consumption.

The official exports of lard for the week ended February 1 were 14,234,000 lbs., against 13,894,000 lbs. the same time last year. The exports January 1 to February 1 have been 66,358,000 lbs. against 90,187,000 lbs. the same time last year.

During the week the United Kingdom

took 6,044,000 lbs.; Germany, 3,612,000 lbs.; Cuba, 1,422,000 lbs.; Netherlands, 1,118,000 lbs.; other countries, 2,038,000 lbs. Exports of hams and shoulders for the week ended February 1, were 707,000 lbs., against 1,211,000 lbs. last year; bacon, including Cumbelands, 3,947,000 lbs., against 3,319,000 lbs. last year; pickled pork, 127,000 lbs., against 313,000 lbs. last year.

Hog receipts at western packing points last week totaled 679,500 against

812,600 the previous week and 724,600 the same time a year ago.

In the East the tendency was to feel that the market was in a good position for a further advance. While a prominent commission house that has been conspicuous on the buying side for the past several weeks was a seller of May lard, apparently profit taking, absorption through packers' interests lifted the surplus from the market. Clear bellies registered a good advance in sympathy with lard and on buying by cash houses.

**PORK**—Demand was fairly steady in the East, and the market displayed a rather firm tone. Mess at New York was quoted at \$28.50; family, \$34.50; fat backs, \$21.00@24.00.

**LARD**—The market was somewhat steadier, with reports of a fairly good demand. Pressure of supplies was limited. At New York, prime western was quoted at \$11.40@11.50; middle western, \$11.30@11.40; city, 10%@10%; refined continent, 11%; South America, 11%; Brazil kegs, 12%; compound, car lots, 10%; less than car lots, 10%.

At Chicago, offerings were moderate and shipping demand fair. Regular lard in round lots was quoted at 12½c under March; loose lard, 107½c under March; leaf lard, 120c under March.

**BEEF**—The market in the East was rather firm, with a fairly good routine trade. At New York, mess was quoted at \$25.00; packet, \$26.00@27.00; family, \$27.00@29.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 44 for later markets.

#### LONDON MEAT IMPORTS.

Receipts of meats from abroad at London Central Markets during 1929, with comparisons for 1928, were as follows:

	(Thousands omitted.)	
	1929.	1928.
Total Gr. Brit. and Ireland	99,887	96,387
Argentina	392,921	398,133
Uruguay	20,852	18,377
Brasil, etc.	1,047	16,626
Australia	15,382	14,421
Others	6,991	7,021
Total	552,160	551,177

	MUTTON AND LAMB.
Total Gr. Brit. and Ireland	72,146
Argentina	141,378
New Zealand	69,787
Australia	24,223
Uruguay	4,610
Others	1,380
Total	313,624

	PORK AND BACON.
Total Gr. Brit. and Ireland	67,847
Netherlands	12,802
Denmark	2,981 <sup>2</sup>
New Zealand	5,990
Argentina	3,205
United States	2,191
Others	2,158
Total	97,272

	108,297
Total Gr. Brit. and Ireland	67,847
Netherlands	12,802
Denmark	2,981 <sup>2</sup>
New Zealand	5,990
Argentina	3,205
United States	2,191
Others	2,158
Total	97,272

#### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Feb. 7, 1930, amounted to 4,873 metric tons, compared with 4,659 metric tons for the same period of 1929.

February 15, 1930.

## CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the twelve months ended December, 1929, with comparisons:

## LARD PRODUCED, CONSUMED AND STOCKS

## (A) (1) PRODUCED.

	1929. Lbs.	1928. Lbs.	Value. Lbs.
January	213,780,000	190,557,000	
February	164,155,000	217,354,000	
March	192,000,000	194,583,000	
April	197,933,000	127,075,000	
May	141,989,000	140,414,000	
June	144,272,000	140,387,000	
July	130,093,000	108,522,000	
August	121,884,000	82,401,000	
September	114,179,000	80,135,000	
October	126,951,000	113,908,000	
November	144,987,000	141,720,000	
December	Not available	196,500,000	
Total	Not available	1,749,616,000	

## (B) CONSUMED.

## (B) (2) EXPORTS.

	1929. Lbs.	1928. Lbs.	Value. Lbs.
January	92,261,740	72,753,000	
February	67,896,240	82,448,331	
March	72,745,182	83,495,813	
April	60,107,810	58,624,600	
May	63,493,026	58,234,763	
June	68,265,780	55,495,010	
July	66,440,004	54,752,407	
August	57,077,408	52,184,125	
September	59,726,614	47,614,172	
October	71,814,103	60,957,576	
November	84,439,614	69,263,033	
December	Not available	87,528,523	
Total	Not available	783,472,025	

## (C) DOMESTIC.

	1929. Lbs.	1928. Lbs.	Value. Lbs.
January	64,504,251	88,651,397	
February	63,821,760	97,330,666	
March	56,267,818	67,663,187	
April	72,758,100	59,808,331	
May	77,512,074	69,174,237	
June	59,590,020	62,485,190	
July	69,425,900	63,309,593	
August	88,848,592	67,167,875	
September	80,857,386	83,518,828	
October	111,520,400	96,420,424	
November	91,473,386	88,673,967	
December	Not available	91,671,477	
Total	Not available	936,441,975	

## TOTAL.

	1929. Lbs.	1928. Lbs.	Value. Lbs.
January	56,766,000	161,405,000	
February	131,718,000	180,270,000	
March	129,018,000	151,159,000	
April	132,926,000	114,493,000	
May	148,006,000	127,420,000	
June	127,856,000	117,981,000	
July	135,866,000	118,062,000	
August	145,926,000	119,452,000	
September	140,584,000	121,153,000	
October	135,325,000	157,381,000	
November	175,913,000	137,937,000	
December	Not available	170,200,000	
Total	Not available	1,719,914,000	

## (D) STOCKS HELD END OF MONTH.

	1929. Lbs.	1928. Lbs.	Value. Lbs.
On hand begin'g of yr.	84,557,000	54,855,000	
January	141,571,000	84,007,000	
February	174,768,000	121,082,000	
March	179,678,000	164,506,000	
April	184,705,000	173,088,000	
May	183,688,000	180,778,000	
June	180,300,000	21,479,000	
July	204,531,000	204,533,000	
August	179,899,000	177,888,000	
September	153,494,000	120,890,000	
October	99,110,000	83,474,000	
November	68,184,000	67,257,000	
December	81,503,000	84,557,000	

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production, both neutral and other edible by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packinghouse plants only.

(1) Source: U. S. Bureau of Agricultural Economics, Dept. of Agriculture.

(2) Source: U. S. Bureau of Foreign and Domestic Commerce, Dept. of Commerce.

## DECEMBER MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during December, 1929, are officially reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

	lbs.	Value. lbs.
Beef, pickled or cured	76,125	\$ 80,420
Pork carcasses	458,974	76,497
Loins and other fresh pork	1,610,217	283,311
Wiltshire sides	208,059	26,250
Hams and shoulders	6,956,733	1,391,435
Bacon	9,368,474	1,539,880
Cumberland sides	370,610	65,758
Pickled pork	2,602,020	337,187
Sausage	291,525	88,950
Lard	80,053,005	9,254,792
Neutral lard	1,477,293	180,863
Meat ext. and bouillon cubes	12,797	30,482

Shipments from the United States to non-contiguous territories:

Alaska—Beef, pickled or cured, 53 lbs.; sausage, 2,858 lbs.

Hawaii—Beef, pickled or cured, 210 lbs.; pork carcasses, fresh or frozen, 84,565 lbs.; loins and other fresh pork, 65,801 lbs.; hams and shoulders, 152,427 lbs.; bacon (except pickled), 36,749 lbs.; pickled pork, 15,111 lbs.; sausage, 62,939 lbs.; lard, 15,308 lbs.; meat extract and bouillon cubes, 21 lbs.

Porto Rico—Beef, pickled or cured, 5,696 lbs.; loins and other fresh pork, 6,576 lbs.; hams and shoulders, 517,974 lbs.; bacon (except pickled), 95,378 lbs.; pickled pork, 985,625 lbs.; sausage, 112,640 lbs.; lard, 1,431,161 lbs.; neutral lard, 6,795 lbs.; meat extract and bouillon cubes, 6 lbs.

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## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Feb. 8, 1930, with comparisons:

	Week ended Feb. 8.	Cor. week. 1929.
Western dressed meats:		
Steers, carcasses	7,787 1/2	8,054 1/2
Cows, carcasses	1,113	1,226
Bulls, carcasses	256	261
Veals, carcasses	12,866	11,496
Lambs, carcasses	29,151	27,698
Mut., carcasses	4,603	4,659
Beef cuts, lbs.	464,715	308,376
Pork cuts, lbs.	2,799,178	2,586,564
Local slaughters:		
Cattle	9,219	9,152
Calves	13,587	13,128
Hogs	55,510	56,588
Sheep	61,639	56,319

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## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Feb. 8, 1930:

	Week ended Feb. 8.	Cor. week. 1929.
Western dressed meats:		
Steers, carcasses	2,084	2,365
Cows, carcasses	1,020	1,063
Bulls, carcasses	249	181
Veals, carcasses	1,824	1,680
Lambs, carcasses	11,479	12,229
Mutton, carcasses	1,880	3,905
Pork, lbs.	572,452	643,376
Local slaughters:		
Cattle	1,196	1,452
Calves	1,044	1,953
Hogs	16,062	2,111
Sheep	4,133	16,909

## ♦ ♦ ♦

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended Feb. 8, 1930, with comparisons:

	Week ended Feb. 8.	Cor. week. 1929.
Western dressed meats:		
Steers, carcasses	2,301	2,511
Cows, carcasses	2,037	1,926
Bulls, carcasses	704	67
Veals, carcasses	1,498	1,226
Lambs, carcasses	19,493	18,041
Mutton, carcasses	918	1,734
Pork, lbs.	704,076	690,373

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## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Feb. 8, 1930, are reported as follows:

## HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

	Jan. 1. M lbs.	Week ended Feb. 8. M lbs.	Feb. M lbs.	Feb. M lbs.	Feb. M lbs.
Total	838	724	707	4,810	
To Belgium	5	5	20		
United Kingdom	666	664	534	3,756	
Other Europe	483	522	888	3,461	
Cuba	30	2	6	138	
Other countries	79	23	40	499	

## BACON, INCLUDING CUMBERLANDS.

	Total	14,592	14,843	14,234	80,950
	To Germany	5,545	3,852	3,612	20,040
	Netherlands	5	1,033	1,118	5,436
	United Kingdom	5,150	4,912	4,044	32,287
	Other Europe	892	1,215	905	6,762
	Cuba	1,122	1,220	1,422	7,039
	Other countries	1,883	1,701	1,133	8,486

## LARD.

	Total	14,592	14,843	14,234	80,950
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.	
	838	2,096	14,592	14,592	
	11	11	11	45	
	654	435	1,109	60	
	60	31	102	78	
	3	3	844	844	
	35	33	1,939	8	
	1,576	8,751	1,576	1,576	
	81	81	81	81	
	75	21	977	977	

## DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (Total)	666	1,401	
Liverpool	379	1,022	
London	61	348	
Manchester	6	10	
Glasgow	124	124	
Other United Kingdom	96	96	

Exported to:  
Germany (Total) ..... 5,545  
Hamburg ..... 5,022  
Other Germany ..... 23

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## EASTERN FERTILIZER MARKETS.

February 15, 1930.

THE NATIONAL PROVISIONER

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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The situation in the tallow market in the East continued one of heaviness, as a result of a moderate volume of pressure of supplies on the market which are experiencing an inactive demand. Following scattered sales of extra at 7½c f.o.b. New York, some outside stuffs, as well as extra, sold at 7¼c f.o.b. The market continued barely steady at the latter figure, although it was said that the larger packers and some of the other more important producers were holding for 7¾c f.o.b.

The leading soapers showed a tendency to look on, and displayed interest only at concessions. The situation in other soapers' materials was barely steady due to lack of aggressive demand. To some extent this was taken as indicating fair supplies on hand.

While the present levels of tallow and some of the other greases are undoubtedly reasonable, at the same time there are few who can see anything in the situation at the moment to bring about any important change in conditions. As a result a majority feel that the buyer still has the upper hand.

At New York, special was quoted at 7c; extra, 7¼c; edible, 8¼c.

At Chicago, the market for tallow was quiet in all directions, with the undertone barely steady. Edible was quoted at 8c; fancy, 7¾c; prime packer, 7¾c; No. 1, 7@7¾c; No. 2, 7¾c@6c.

There was no tallow auction at London this week. At Liverpool, Australian tallow was quiet and steady. Fine was quoted at 39s 6d and good mixed at 37s.

**STEARINE**—The market was quiet at New York but very steady, as offerings were well held. Oleo was quoted at 9¾c. At Chicago, the market was dull and barely steady, with oleo quotable at 8¾c.

**OLEO OIL**—A steady to strong tone continued to rule this market, with demand sufficient to keep pressure from sellers. This created a friendly attitude. At New York, extra was quoted at 12½@12%; medium, 10%@11%; lower grades, 10%. At Chicago, demand was fairly good and the market firm. Extra was quoted at 11¾c.

See page 44 for later markets.

**LARD OIL**—Hand-to-mouth buying continued, and the market was easier. Edible at New York was quoted at 13½c; extra winter, 12½c; extra, 12c; extra No. 1, 11¾c; No. 1, 11c; No. 2, 10%.  
NEATSFOOT OIL—Consuming demand was quiet, and with easier raw materials, prices were lowered somewhat. Pure at New York was quoted at 13½c; extra, 11¾c; No. 1, 11c; cold test, 18c.

**GREASES**—The position of the grease market was somewhat easier the past week, owing to further weakness in tallow. There was some pressure of greases from producers. Buyers, however, displayed very little interest and were more inclined to look on pending developments. The developments in the consumers' favor,

and as a result buyers and sellers ideas were apart. What business passed was of a small routine character, and it was apparent that it would take a revival in demand for greases, or a turnabout in the tallow situation, to make for much betterment in greases.

At New York, superior house was quoted at 6½@6¾c; yellow and house, 6@6¾c; A white, 7@7¾c; B white, 6¾@7¾c; choice white, 7@8¾c.

At Chicago operations in the grease market were on a limited scale. Inactivity was reported in most quarters, although demand showed some improvement for choice white. Moderate inquiry for the medium and low grade was reported. The undertone was fairly steady. At Chicago, brown was quoted 5½@6c; yellow, 5%@6¾c; A white, 6½@6¾c; B white, 6½@6¾c; house, 5½@5¾c; choice white, all hog, 6%@7c, with some buyers in the market at the inside figures.

### By-Products Markets

Chicago, Feb. 13, 1930.

#### Blood.

There is little if any interest in the blood market, and prices are unchanged and are quoted nominally.

#### Unit Ammonia.

Ground and unground..... \$4.25@4.50

#### Digester Feed Tankage Materials.

There is practically no activity in the market for feed tankage materials. Prices are nominal.

#### Unit Ammonia.

Unground, 11½ to 12% ammonia. \$4.50@4.60 & 10  
Unground, 6 to 8% ammonia.... 3.00@3.25 & 10

Liquid stick ..... @ 4.00

Steam bone meal, special feeding, per ton ..... @42.50

#### Fertilizer Materials.

With the approach of Spring the market is becoming more active. Stocks are moving well. There has been no

change in prices, however. High grade ground selling at \$3.65 & 10c, Chgo.  
Unit Ammonia.

High grd. ground, 10@11% am. . \$ @ 3.65 & 10  
Low grd., and ungr., 6-9% am. @ 3.50 & 10  
Horn meal ..... @ 3.25  
Bone tankage, low grd., per ton 24.00@25.00.

#### Bone Meals (Fertilizer Grades).

The bone meal market is inactive. Few if any sales are being made and prices are nominal.

Raw bone meal ..... \$50.00@55.00  
Steam, ground, 3 & 50 ..... 31.00@32.00  
Steam, unground, 3 & 50 ..... 29.00@31.00

#### Cracklings.

Buyers are in the market occasionally and small sales are made now and then. Prices are nominal.

#### Per Ton.

Hard pressed and exp. unground, per unit protein ..... \$ .90@ 1.00  
Soft prad. pork, ac. grease & quality 70.00@75.00  
Soft prad. beef, ac. grease & quality 50.00@55.00

#### Gelatine and Glue Stocks.

There is very little trading in this market. Bones are easy, buyers having withdrawn from the market. Prices show no change from last week.

#### Per Ton.

Kip and calf stock ..... \$58.00@41.00  
Hide trimmings ..... 30.00@33.00  
Horn pits ..... 38.00@40.00  
Cattle jaws, skulls and knuckles ..... 38.00@40.00  
Sinews, pizzles ..... 33.00@35.00  
Pig skin scrapes and trim., per lb. 5½@6c

#### Horns, Bones and Hoofs.

#### Per Ton.

Horns, according to grade ..... \$85.00@160.00  
Mfg. skin bones ..... 70.00@125.00  
Cattle hoofs ..... 45.00@47.00  
Junk bones ..... 27.00@28.00

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

#### Animal Hair.

Buyers have covered their requirement as is usual at this time of the year. Prices are nominal.

Calf and field dried ..... 2½@ 3½c  
Processed grey, summer, per lb. .... 4 @ 5c  
Processed grey, winter, per lb. .... 5½@ 5½c  
Cattle switches, each \* ..... 4½@ 5c

\* According to count.

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**POWERS REGULATOR CO.**

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

Both Soft and Hard Pressed

**TRADE CODE HECKLING.**

Severe criticism of the Federal Trade Commission for participation in trade practice conferences alleged to have resulted in violations of the anti-trust laws was voiced by Representative Patman of Texas and Representative Brand of Georgia in a request for an investigation by the House of Representatives of the "cottonseed oil trust."

Calling attention to the meeting held at Memphis presided over by Edward A. McCulloch, the then chairman of the commission, Mr. Patman said "I am charging that the Federal Trade Commission has been guilty of organizing a cottonseed trust." Criticizing Mr. McCulloch, he said, "I claim that there was such a clear neglect of duty as to amount to malfeasance in office."

Mr. Patman said there are from 4,000,000 to 6,000,000 tons of cottonseed raised annually, and that the farmers as the result of a trade practice conspiracy to keep down the prices are being deprived of from \$8 to \$15 a ton on their cottonseed. He gave figures and statements on which he based a declaration that as a result of the "conspiracy" in violation of the law the purchasing power of the farmers of the cottonseed producing states is being reduced from \$50,000,000 to \$75,000,000 or more annually.

The code of trade practices which was adopted at the Memphis meeting has been regarded throughout industry as one of the most carefully prepared of the earlier codes, and one which had been subjected to every type of government suggestion, in order that it might be fair to all concerned and improve not only the condition of the industry itself but that of the producers of its raw material.

**P. & G. MEN SHARE PROFITS.**

Over \$800,000 in profit-sharing dividends was paid or credited during the year 1929 to employees of the Procter & Gamble Co. located in plants and offices throughout the United States and Canada, according to an announcement made by officials of the company. This sum is the largest ever distributed among the workers as their share of the company's profits for a single year.

Employees who are members of the company's profit sharing plan either own outright or have subscribed for 226,900 shares of common stock, having a market value today of over \$15,000,000.

To celebrate this record year for profit-sharing members employees of the company in all parts of the country will hold demonstrations during the month, which will be attended by chief execu-

tives of the company and families and friends of the workers. The Cincinnati group, which embraces the executive offices and the Ivorydale and St. Bernard plants and constitutes the largest unit in the profit sharing plan, will be addressed by Col. Wm. Cooper Procter, president of the company. John Schroth, superintendent of the Ivorydale plant, is chairman of the committee in charge of the Cincinnati celebration. He will be assisted by W. H. Tuttle, H. S. Bruton, Franklin Leach, John Darnall, R. F. Rogan, H. B. Bergen, Paul Nichol, Jack Eagen, L. J. Zoeller and A. A. Siereveld.

The profit sharing plan was put into effect by Procter & Gamble 43 years ago and is only a part of that company's industrial relations program. Other features are guaranteed year-round employment, pension, sick benefit and insurance plan and employee representation on the board of directors.

**VAN CAMP BRANCHES OUT.**

The Van Camp Oil Co., a new subsidiary of the Van Camp Packing Co. of Indianapolis, will operate plants in Louisville, Ky., and Baltimore, Md., and a sales organization in New York. The new company will manufacture cottonseed oil products used in salad dressings and other food and in medicines, soaps and other products.

The Louisville plant was owned by the Van Camp Co., the Baltimore plant was known as the Pompeian Corporation, and the New York sales organization was known formerly as the Contadina Co. The officers of the new organization are: William D. Campbell, Indianapolis, president; George Sirota, New York, formerly vice president of the Contadina Company, vice president; J. E. Gavin, Indianapolis, secretary; R. G. Bruenig of Louisville, treasurer, and Nathan Musher of Baltimore, H. W. Grindall and William Scarborough, both of New York, members of the board of directors.

**DEC. MARGARINE EXPORTS.**

Exports of oleomargarine from the United States during December, 1929, were, according to the U. S. Bureau of Agricultural Economics, as follows: To Newfoundland and Labrador, 1,080 lbs.; Panama, 20,530 lbs.; Mexico, 464 lbs.; Cuba, 9,300 lbs.; Dutch West Indies, 100 lbs.; other British West Indies, 7,215 lbs.; Virgin Islands of U. S., 5,302 lbs.; Colombia, 250 lbs. Total, 44,241 lbs.

**COCONUT OIL IMPORTS.**

Imports of copra into the United States during the month of November, 1929, amounted to 39,444,511 lbs.; value \$1,512,681. Cocoanut oil imports totaled 24,727,953 lbs.; value \$1,641,203. The chief sources of supply were the Philippine Islands, French Oceania and British Malaya.

**NEW WESSON OIL HEAD.**

J. D. O'Keefe was elected president of Wesson Oil & Snowdrift Co., at a recent meeting held in New Orleans. Whitney Bank was elected to the board of directors to succeed John E. Boudin, deceased.

**MARGARINE MATERIALS USED.**

Oleomargarine produced and the materials used in its manufacture during December, 1929, with comparisons, were as follows, according to the U. S. Bureau of Internal Revenue:

	Dec., 1929.	Dec., 1928.
	Lbs.	Lbs.
Total production of uncolored oleomargarine .....		
Ingredient schedule for uncolored oleomargarine:	31,220,440	27,324,690
Butter .....	379,230	222,810
Cocoanut oil .....	17,342,324	14,340,625
Cottonseed oil .....	3,326,213	2,205,202
Edible tallow .....	1,470	1,417
Egg yolk .....	100	—
Milk .....	8,709,481	7,805,147
Mustard oil .....	5,110	1,000
Neutral lard .....	1,870,076	2,110,445
Oleo oil .....	3,531,307	3,495,201
Oleo stearine .....	454,127	419,953
Oleo stock .....	80,510	82,172
Palm oil .....	99,623	70,952
Palm kernel oil .....	—	620
Peanut oil .....	476,077	506,251
Salt .....	2,090,568	2,152,454
Soda .....	10,863	9,012
Soya bean oil .....	7,169	—
	39,002,887	33,642,931
Total production of colored oleomargarine .....		
Butter .....	1,056,465	1,574,70
Cocoanut oil .....	3,209	1,492
Color .....	574,662	498,054
Cottonseed oil .....	2,083	1,704
Milk .....	184,736	316,460
Neutral lard .....	459,506	758,475
Oleo oil .....	186,222	324,471
Oleo stearine .....	398,939	577,811
Palm oil .....	10,316	17,700
Salt .....	5,150	6,900
Soda .....	35,325	30,540
Peanut oil .....	28,049	32,777
	135,161	155,321
	155	—
	2,023,513	2,722,100

**BUTTER VS. OLEOMARGARINE.**

Both Iowa and Wisconsin dairymen adopted resolutions during the past week condemning the use of butter substitutes by farmers, and urging the use of butter to help stabilize the butter market.

At a meeting at Iowa State College, Ames, Iowa, the dairymen not only urged farmers to discontinue the use of butter substitutes, but also told the grocers and others who sell butter substitutes that they were "killing the goose that lays the golden egg."

It is claimed that 56 per cent of Iowans use butter and 44 per cent butter substitutes, according to a survey credited to the state department of agriculture.

Dane County, Wisconsin, dairymen butter producers were urged to use dairy products themselves rather than substitutes, and promoters of cooking schools were requested to advertise butter instead of oleomargarine in instructional courses.

**DEC. MARGARINE PRODUCTION.**

Actual figures for the production of margarine during December, 1929, with 1928 comparisons, are reported by manufacturers to the U. S. Department of Agriculture as follows:

	Dec., 1929.	Dec., 1928.
	Lbs.	Lbs.
Uncolored .....	29,768,251	26,510,787
Colored .....	1,616,244	1,510,309

Total ..... 31,382,495 28,021,096

**CANADA COTTON OIL TARIFF.**

Applications for downward revision of the cottonseed tariff and free entry of cottonseed oil into Canada, will be considered on February 21 by the Dominion Advisory Board on Tariff and Taxation, at Ottawa, Ontario.

**The Blanton Company**

ST. LOUIS  
Refiners of

**VEGETABLE OILS**

Manufacturers of

**SHORTENING**

**MARGARINE**

# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Irregular—Undertone Steady—Trade Moderate—Crude Firm—Cash Demand Quiet—Lard Better—Cotton Lower—Government Report Awaited.**

Cottonseed oil futures on the New York Produce Exchange the past week moved irregularly over a moderate range. Prices advanced the fore part of the week under further commission house buying and covering. There was an absence of any important hedge pressure, and the market was stimulated somewhat by an advance in lard. The running in of professional shorts weakened the technical position, however, and profit taking and evening up to await the Government cotton oil report, made for a setback, influenced somewhat at times, by the weakness in cotton.

The volume of trade in oil, while moderate, was fair at times. On the whole, the undertone was steady, although ring sentiment remained divided. There was more or less liquidation in the March delivery, partly outright, but largely switching to the later positions. The March discount widened to 50 points under July and there was a rather general feeling amongst the locals that the discount would widen somewhat further before the liquidation is completed.

Commission houses were sellers of the nearbys against purchases of the futures, while shorts and refiners' brokers were doing the reverse. The March open interest has been cut down somewhat the past week, but a fairly good open interest is believed to exist.

The irregular outside markets served to restrict outside interest in oil at times, but it was evident that the trade was paying more attention to lard and cotton, the lard market having rallied about 1c lb. from the season's lows. The weakness in cotton, it was felt, would insure a more or less important reduction in the new cotton crop acreage, while the organized efforts to cut the cotton area to 40,000,000 acres was attracting more attention.

**Oil Consumption Not Heavy.**

Routine conditions within the market itself counted for little. Some were

waiting the Government report. There has been a tendency the last few days to slightly increase January consumption ideas, to from 275,000 to 285,000 bbls., compared with 316,000 bbls. a year ago. However, there was more or less talk of prospects of a poor consumption during the present month.

In this connection, fresh consuming demand continued very quiet the past week, with only hand-to-mouth buying reported by cash handlers. However, some are predicting that consumers will be forced into the market in the near future, while others would not be surprised if the demand picks up as soon as the statistical report is out of the way, provided the latter does not have too much effect on values.

During the week Southeast and Valley crude sold at 7½c. At times re-

ports were current that a good business passed in the Valley, some intimating that the offerings at that figure had been cleaned up. However, the weakness in cotton appeared to have had some effect on the mills, in the way of bringing out more oil. The mill ideas, nevertheless, were firm, the seller holding for 7½c and getting it both from refiners and packers.

**New Crop a Factor.**

In Texas the market was rather quiet, with 7½c bid at times. Again the past week, there was little or no information regarding the seed situation in the South. One thing was certain: This was that there was no pressure on the future market from any seed that might have come out.

Taken as a whole, the cotton oil statistics and the lard statistics are expected to make a comparatively satisfactory showing. There has been some talk of a good lard demand, due to its comparative cheapness, but nevertheless were lard to advance to a material price from this point it would undoubtedly find reflection to some extent in oil values. It is becoming apparent that there is little or no prospect for any shortage of cotton oil supplies the balance of this season, so that the time is rapidly approaching when the market will be influenced in the main, by the new crop developments. As a result, it may be well for the trade to keep a close eye on the South, particularly the acreage, as soil conditions at present are believed to be favorable for the preparation of the crop.

**COTTONSEED OIL**—Market transactions at New York:

**Friday, February 7, 1930.**

	—Range—	—Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	845 a .....
Feb.	.....	840 a 885
Mar.	3500	890 885 882 a 884
Apr.	.....	885 a 905
May	800	913 908 910 a 908
June	.....	910 a 918
July	1800	935 929 929 a .....
Aug.	.....	937 a 941
Sept.	3300	950 947 944 a 946

Total sales, including switches, 9,400 bbls. P. crude S. E. 7.42½c bid.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

**HAMMOND'S  
Mistletoe  
MARGARINE**

February 15, 1930.

**Saturday, February 8, 1930.**

Spot	845 a	....
Feb.	840 a	880
Mar.	882 a	885
Apr.	885 a	905
May	912 a	....
June	915 a	930
July	929 a	932 a
Aug.	940 a	945
Sept.	949 a	949 a
Total sales, including switches, 3,200 bbis. P. crude S. E. 7½c bid.		

**Monday February 10, 1930.**

Spot	845 a	....
Feb.	840 a	....
Mar.	883 a	883 a
Apr.	890 a	910
May	911 a	911 a
June	915 a	925
July	933 a	933 a
Aug.	942 a	945
Sept.	948 a	948 a
Total sales, including switches, 1,900 bbis. P. crude S. E. 7½c nominal.		

**Tuesday, February 11, 1930.**

Spot	845 a	....
Feb.	840 a	....
Mar.	882 a	875
Apr.	885 a	905
May	910 a	905
June	914 a	921
July	926 a	931 a
Aug.	940 a	945
Sept.	947 a	945
Total sales, including switches, 16,800 bbis. P. crude S. E. 7½c nominal.		

**Wednesday, February 12, 1930.**

HOLIDAY—No market.

**Thursday, February 13, 1930.**

Spot	850 a	....
Feb.	845 a	895
Mar.	891 a	889 a
Apr.	895 a	915
May	920 a	920 a
June	920 a	920 a
July	940 a	940 a
Aug.	949 a	955
Sept.	959 a	957 a

See page 44 for later markets.

**The Procter & Gamble Co.**

refiners of all grades of

**COTTONSEED  
▼ OIL ▼**

PURITAN—Winter Pressed Salad Oil

BOREAS—Prime Winter Yellow

VENUS—Prime Summer White

STERLING—Prime Summer Yellow

WHITE CLOVER—Cooking Oil

MARIGOLD—Cooking Oil

JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines  
(58°-60° tire)COCOANUT OIL  
MOONSTAR—Cocoanut Oil  
P & G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio

Cable Address: "Procter"

**COCOANUT OIL** — With demand rather limited, a barely steady undertone prevailed, prompted partly by continued heaviness in competing quarters. At New York, tanks were quoted at 7c, while at the Pacific Coast, tanks were quoted at 6½c@6¾c.

**CORN OIL**—Demand was moderate and the market slightly easier. Some business was passing at 7½c f.o.b. mills, but offerings were not large, and producers were holding rather steady at that figure.

**SOYA BEAN OIL**—There was little or nothing reported in the way of business during the week, the market continuing in a more or less nominal position. At New York, tanks were quoted at 10@10½c; packages, 11@11½c; Pacific Coast tanks, 9c.

**PALM OIL**—A fair business was noted for a time at lower prices, but demand was quickly satisfied. The tone was barely steady, owing to further weakness in competing quarters, particularly in tallow. At New York, spot Nigre casks, 6¾c; shipment casks, 6.60c; spot Lagos casks, 7½c@7¾c; shipment casks, 7.15c; 20 per cent soft oil, casks, 7¾c.

**PALM KERNEL OIL**—The market was quiet and barely steady, with buying interest small and routine. At New York, tanks were quoted at 6%@7c; bulk oil, 6%@6¾c.

**OLIVE OIL FOOTS** — Demand was fairly good for a time, but dried up and the tone was barely steady with other soapers' materials. At New York, spot foots were quoted 7@7¾c; shipment foots, 6½@7c, according to position.

**RUBBERSEED OIL** — Nominally quoted 9c for shipment.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL** — Store oil demand was quiet, and prices were quoted at ¼c over March. Southeast and Valley crude, 7½c nominal; Texas, 7¼c nominal.

**MEMPHIS PRODUCTS MARKETS.**

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 11, 1930.—Selling pressure is still lacking on the Memphis cottonseed market, but prices are at such premiums over general bids for spot seed plus freights that considerable attention is being attracted toward the futures as a liquidating medium for stocks carried over in the country from last fall.

Selling from this source, however, is still in insufficient volume to absorb mill buying, which makes its appearance between \$36.00 and \$37.00 in the active nearer deliveries.

Some disposition was noticeable today to sell the more deferred futures from the outside, and there was a little tonnage brought into the February from nearby owners of cash seed, and contemplating delivery.

Deliveries so far this month have totaled only 125 tons, and 100 of this was tendered today and consisted of Arkansas seed from the Forrest City-Helena territory, carrying an oil premium averaging 50c to 75c per ton, and otherwise prime, with no deduction for moisture, foreign matter or immature seed. Delivery was effected in cars within switching limits of Memphis.

Tenders for the past 2 months have uniformly gone to oil mill buyers in the wind up.

Cottonseed meal developed a very firm tone shortly after the opening, and sold rapidly up to a \$32.50 level for the options through June. July continues to hold a premium and traded up to \$33.10 late in the session. May traded up to \$32.75. At the higher levels, selling came out in fair volume, and the market worked gradually back to a \$32.50 level, and closed flat at this price, through May.

The premium for July and August is still maintained at close to 50c over March, while September shows independent strength, and maintains a premium above July and August.

**SHORTENING AND OIL PRICES.**

Prices of shortening and salad and cooking oils on Thursday, Feb. 13, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

	Shortening.	per lb.
North and Northeast:		
Carlots, 26,000 lbs.	@10%	
3,500 lbs. and up.	@11	
Less than 3,500 lbs.	@11½	
Southeast:		
3,500 lbs.	@10½	
Less than 35,000 lbs.	@11	
Southwest:		
Carlots, 26,000 lbs.	@10½	
10,000 lbs. and up.	@10%	
Less than 10,000 lbs.	@11½	
Pacific Coast:	@11	
	Salad Oil.	
North and Northeast:		
Carlots, 26,000 lbs.	@10½	
5 bbls. and up.	@11	
1 to 4 bbls.	@11½	
South:		
Carlots, 26,000 lbs.	@10½	
Less than carlots	@10%	
Pacific Coast:	@10%	
	Cooking Oil—White.	
¼c per lb. less than salad oil.	@10½	
	Cooking Oil—Yellow.	
¼c per lb. less than salad oil.	@10%	

**HULL OIL MARKET.**

Hull, England, Feb. 11, 1930.—(By Cable.)—Refined cottonseed oil, 29s 6d; Egyptian crude cottonseed oil, 26s.

**The Edward Flash Co.**17 State Street  
NEW YORK CITY**Brokers Exclusively****ALL VEGETABLE OILS**

In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange

**South Texas Cotton Oil Co.**

Houston, Texas

Manufacturer of

**Hydrogenated Oils**

Cotton Seed and Peanut, for

**SHORTENING****MARGARINE**

and Confectionery Trades

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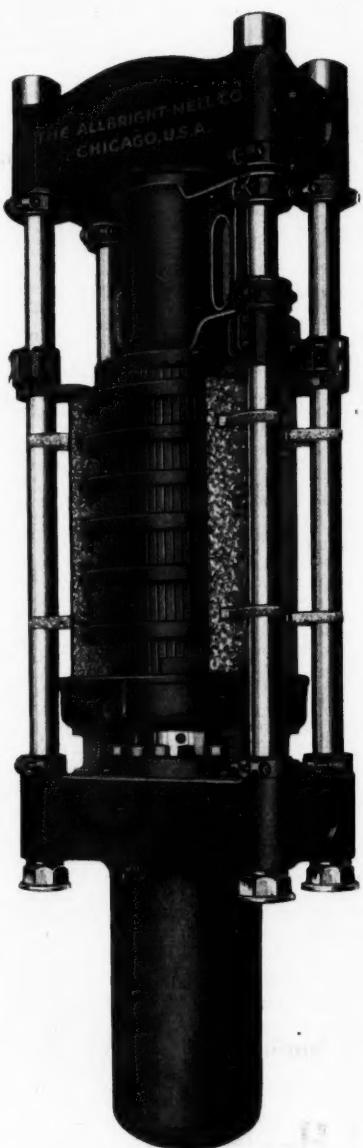
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# **ANCO QUICK ACTING HYDRAULIC CRACKLING PRESS**

**Increases Production  
300 to 400%**  
**. . . Increases Grease  
Recovery 3 to 4%**  
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## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were active and firm the latter part of the week, commission houses and professionals absorbing hedge selling profit taking.

#### Cottonseed Oil.

Cotton oil was stronger on the bullish government report, outside steadiness and strength in crude. January consumption at 323,000 barrels exceeded all expectations. A year ago consumption was 316,000 barrels. The visible supply is 1,996,000 barrels. A year ago it was 2,332,000 barrels. Southeast Valley crude, 7½¢ bid. Mills are asking 7¾¢ Texas, 7% sales and bid.

Quotations on cottonseed oil at New York Friday noon were: Feb., \$8.50 bid; March, \$8.95@\$9.00; April, \$9.05@9.25; May, \$9.25@\$9.27; June, \$9.25@9.40; July, \$9.45@\$9.47; Aug., \$9.55@9.62; Sept., \$9.61@\$9.64.

#### Tallow.

Tallow, extra, 7¼¢.

#### Stearine.

Stearine, oleo, 9¼¢.

### FRIDAY'S GENERAL MARKETS.

New York, Feb. 14, 1930.—Lard, prime western, \$11.55@\$11.65; middle western, \$11.45@\$11.55; city, 10%@10%; refined continent, 11%¢; South American, 11%¢; Brazil kegs, 12%¢; compound, 10½¢.

### BRITISH PROVISION MARKETS.

(By Cable to The National Provisioner.)

Liverpool, Feb. 14, 1930.—General provision market firm with fair demand for hams and picnics; square shoulders fair; lard very poor.

Friday's prices were as follows: Hams, American cut, 102s; Liverpool shoulders, square, 84s; hams, long cut, 98s; picnics, 77s; short backs, 89s; bellies, clear, 80s; Canadian, 102s; Cumberland, 92s; Wiltshires, 95s; spot lard, 55s 6d.

### LIVERPOOL PROVISION STOCKS.

Stocks of provisions on hand at Liverpool on January 31, 1930, with comparisons, as estimated by the Liverpool Provision Trade Association, were as follows:

	Jan. 31,	Dec. 31,	Jan. 31,
	1930.	1929.	1929.
Bacon, lbs.	1,826,608	2,603,152	2,941,456
Hams, lbs.	367,920	878,192	1,530,816
Shoulders, lbs.	12,546	12,800	124,432
Lard, trecers	652	639	95
Lard, refined, tons.	1,422	1,096	2,077

### BRITISH PROVISION IMPORTS.

Imports of provisions into Liverpool during January, 1930, as reported by the Liverpool Provision Trade Association:

	Jan., 1930.
Bacon, including shoulders, lbs.	5,907,104
Hams, lbs.	3,494,064
Lard, tons	1,693

The approximate weekly consumption ex-Liverpool stocks for the months given is reported as follows:

	Bacon, lbs.	Ham, lbs.	Lard, tons.
Jan., 1930	5,116,928	904,176	444
Dec., 1929	953,232	1,036,048	396
Jan., 1929	1,104,768	847,728	488

### C. I. F. BUSINESS TAXED.

Imposition of excess profits and income taxes by foreign countries on c.i.f. business being done by American packers, is regarded by Charles E. Herrick, vice-president of the Brennan Packing Co., as a menace to expansion of this type of export business.

In the past, Mr. Herrick said, American exporters have felt reasonably safe in transacting business on a c.i.f. basis, feeling assured that there would be no taxes levied against the business by the foreign countries with which the United States trades.

"Great Britain has now taken the lead in assessing both an income and an excess profits tax on export business with that country," said Mr. Herrick.

"It is admitted by Great Britain trade authorities that when contracts are made on a cost-insurance-freight basis, the price is fixed in this country and offerings are made of orders accepted exclusively on this side of the water and that such transactions do not constitute doing business in Great Britain, but instead are passed as business done with Great Britain.

"Nevertheless, British authorities have now begun the collection of taxes on business of that character. Their 'order in council' provides that such taxes should be retroactive and we know of at least one case of a concern which has been assessed taxes on business transacted as far back as 1918. The lower courts of Great Britain have upheld the validity on several occasions."

Whatever the purpose of this taxation, Mr. Herrick says, the result of course is the same as far as the exporter is concerned.

"Retroactive taxes of this character would in many cases wipe out completely any profit which the American exporter had secured on the original transaction. As the amount of the tax or, in fact, the existence of it was unknown at the time prices were fixed, there could have been no opportunity to include that among the other costs, in fixing the prices for the goods."

### HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange, on February 6, 1930, fixed the following price differences between the basis grade and the premium and discount grades of hides which may be delivered against Exchange contracts. These differentials are effective February 7, 1930, to prevail until further notice.

The following differentials are based on hides taken off in the United States and Canada in the non-discount months of July, August, and September, and on hides taken off in the Argentine in the non-discount months of December, January, and February.

The Differentials on Frigorifico Hides are based on delivery ex dock including freight, insurance, weighing, bundling, taring, and financing.

#### FRIGORIFICO HIDES.

	Cents per lb.
Steers	2.30 premium
Light Steers	.15 premium
Cows	2.05 premium
Ex. Light Cows and Steers	1.15 premium

#### PACKER HIDES.

	Cents per lb.
Heavy Native Steers	2.30 premium
Ex. Light Native Steers	.60 premium
Heavy Native Cows	.35 discount
Light Native Cows	Basis
Heavy Butt Branded Steers	1.70 premium
Heavy Colorado Steers	1.15 premium
Heavy Texas Steers	1.70 premium
Light Texas Steers	.60 premium
Ex. Light Texas Steers	.55 discount
Branded Cows	.55 discount

#### PACKER TYPE HIDES.

	Cents per lb.
Branded Cows and Steers	1.70 discount
Native Cows and Steers	.55 discount

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 8, 1930, were 4,660,000 lbs.; previous week, 3,349,000 lbs.; same week last year, 3,589,000 lbs.; from January 1 to February 8 this year, 23,649,000 lbs.; same period a year ago, 22,008,000 lbs.

Shipments of hides from Chicago for the week ended February 8, 1930, were 3,899,000 lbs.; previous week, 4,678,000 lbs.; same week last year, 4,695,000 lbs.; from January 1 to February 8 this year, 25,397,000 lbs.; same period a year ago, 26,313,000 lbs.

### WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports for week ended Feb. 8, 1930:

Week ended:	New York	Boston	Phila.
Feb. 8, 1930	20,203	3,748	—
Feb. 1, 1930	17,079	17,472	1,039
Jan. 23, 1930	17,530	1,188	319
Feb. 8, 1929	57,101	20,445	—
Feb. 2, 1929	7,827	9,573	—

To date, 1930..... 166,805 32,972 5,690

To date, 1929..... 160,109 56,616 .....

### STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Stocks of the principal hides and skins at the end of November and December, 1929, and with comparisons, based on reports received from 4,179 manufacturers and dealers, and stocks disposed of during the former month, are reported by the U. S. Department of Commerce as follows:

	Stocks on hand or in transit.	Deliveries during Dec. 1929.
Dec., 1929.	Nov., 1929.	Dec., 1929.
Cattle, total hides	4,009,252	4,030,522
Domestic—packer hides	2,577,870	2,679,811
Domestic—other than packer hides	813,684	1,038,782
Foreign, hides	617,698	311,929
Buffalo, hides	24,579	24,298
Calf and kid, skins	3,067,135	2,961,941
Horse, colt, ass, and mule:		
Hides	173,430	152,016
Fronts, whole	87,808	155,487
Butts, whole	203,519	169,142
Shanks	17,840	36,659
Goat and kid, skins	10,234,613	8,046,323
Cabretta, skins	835,515	458,123
Sheep and lamb, skins	9,119,568	8,436,480
Skivvers and fleshers, dozen	103,901	73,868
Kangaroo and wallaby, skins	279,848	293,532
Deer and elk, skins	166,522	195,202
Pig and hog, skins	152,904	114,156
Pig and hog strips, pounds	716,094	816,041

\*Represents deliveries by packers, butchers, dealers and importers.

## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—The packer hide market continues in a more or less demoralized condition. Further weakness was apparent early in the week when bid prices were accepted for heavy native cows; later, three packers accepted bid prices for light native cows and heavy native steers, these two descriptions sagging off a further  $\frac{1}{2}$ c while heavy Texas steers were moved in a small way at steady price, about 43,000 hides involved. One packer has refused to sell hides at these low levels, despite the fact that the quality of the current take-off is about at the low point of the year, this refusal being based on the firmness in the South American market and a slight improvement in prices there.

Toward the end of this week an outside packer who sells on big packer selection moved about 5,000 February branded steers at  $\frac{1}{2}$ c decline. Another outside packer sold about 7,000 washed February hides, on the same basis for branded steers but at steady prices for native steers and light and heavy native cows. Packers here have declined so far to recognize these prices on branded steers as establishing the market at Chicago.

Spready native steers quoted around 16c, nom. About 8,500 heavy native steers sold early at  $1\frac{1}{2}$ c, or  $\frac{1}{2}$ c decline; further sales by outside packers on this basis, with buyers now talking 14c. One car St. Paul extreme native steers sold at  $1\frac{1}{2}$ c; rumors of business at 13c denied.

Last trading at Chicago on butt branded steers was at  $1\frac{1}{2}$ c, and Colorados at 14c; sales by two outside packers mentioned above at  $\frac{1}{2}$ c less. Two Chicago packers moved 2,500 heavy Texas steers at  $1\frac{1}{2}$ c, steady, while one outside lot moved at 14c. Last trading in light Texas steers was at  $1\frac{1}{2}$ c. Extreme light Texas steers quoted 12c, nom.

Heavy native cows moved early, about 5,500 selling at 12c. About 4,000 light native cows sold early at  $12\frac{1}{2}$ c, followed by 20,000 January-February at  $12\frac{1}{2}$ c, or  $\frac{1}{2}$ c down from last week; outside sales made same basis. Branded cows inactive and quoted 12c, nom.

Native bulls quoted 9@ $9\frac{1}{2}$ c, nom.; branded bulls 8 $\frac{1}{2}$ @9c, nom.

The South American market was firm and moderately active, with sales of Argentine frigorifico steers at \$41.00, equal to about 17-5/16c, c. i. f. New York, as against \$40.25 paid late last week; Uruguay steers sold at \$41.50, equal to 17 $\frac{1}{2}$ c, c. i. f. New York, as against \$41.00 late last week. The better c. i. f. New York prices are due in part to improvement in exchange rates.

**SMALL PACKER HIDES**—Trading in local small packer February hides opened up last Saturday and practically all local February productions were quickly moved at 12c for all-weight native steers and cows and 11c for branded, about 26,000 hides involved. Couple lots of unsold January hides also moved at same time. One local killer not offering at the present levels.

**HIDE TRIMMINGS**—Last trading in hide trimmings was at \$35.00 per ton,

Chicago basis, for small packer production.

**COUNTRY HIDES**—Country market has been slow. All-weights quoted 10c top, selected, delivered, for 47 lb. av. Heavy steers and cows 9 $\frac{1}{2}$ @10c, nom. Buff weights 10@ $10\frac{1}{2}$ c, nom., with no bids. Five or six cars good 25/45 lb. extremes sold late this week at  $12\frac{1}{2}$ c; some buyers claim they could purchase at 12c. Bulls around 7c, selected. All-weight branded 8 $\frac{1}{2}$ c, less Chicago freight, nom.

**CALFSKINS**—One packer has been moving various lots of calf recently at 19c to 20c, according to selection and slaughter point, and last sale at  $19\frac{1}{2}$ c, which is considered about the market.

Chicago city calf quoted about 17c, nom.; some trading in split weights done on private terms. Mixed cities and countries about 15@ $15\frac{1}{2}$ c; straight countries about 14c.

**KIPSKINS**—Trading last week in packer January kips was at  $18\frac{1}{2}$ c for northern natives,  $16\frac{1}{2}$ c for over-weights and 14c for branded. One packer moved 1,900 January natives this week at 18c.

Chicago city kips moved quietly at 16c. Mixed cities and countries 14@15c, nom.; straight countries around 13c.

Packer regular slunks last sold at \$1.25; hairless at  $27\frac{1}{2}$ c for large skins and half-price for small.

**HORSEHIDES**—Horsehides continue easy, with sales of city renderers reported at \$4.50 with tails and manes and \$4.25 without. Mixed city and country lots have sold at \$4.00, based on not over 10 per cent No. 2's, excess No. 2's \$1.00 less.

**SHEEPSKINS**—Dry pelts quoted 13@14c per lb. Last sale of big packer shearlings was at \$1.02 $\frac{1}{2}$ , figuring about \$1.20 for No. 1's and 85@90c for No. 2's. Pickled skins easier; one car late February packer production sold at \$5.75 at Chicago; another car reported at \$5.50 for lambs and sheep, and lambs alone reported available at \$5.25. Wool pelts about unchanged and moving at \$1.37 $\frac{1}{2}$ @\$1.40 for February pelts. Country pelts quoted around 90c.

**PIGSKINS**—Last sales of No. 1 pig-skin strips at 7c, Chicago basis. Frozen gelatine stocks quoted 5 $\frac{1}{2}$ c, green salted 4 $\frac{1}{2}$ c.

### New York.

**PACKER HIDES**—Market easier, in a nominal way, based on the action of the western market. In the absence of trading, prices quoted nominally on basis of Chicago market. Couple killers still holding January hides.

**COUNTRY HIDES**—Trading continues slow, with some buyers out of the market entirely, and dealers claim they cannot operate at the present price levels. Buff weights 10@ $10\frac{1}{2}$ c nom. Extremes quoted 12@ $12\frac{1}{2}$ c.

**CALFSKINS**—Couple cars of 5-7's sold early in the period at \$1.70@1.75; 20,000 of 7-9's reported at \$2.20. The 9-12's are quoted nominally around \$2.60@2.70.

### New York Hide Exchange Futures.

Saturday, Feb. 8, 1930—Close: Feb. 13.90n; Mar. 13.95n; Apr. 14.00n; May 14.15 sale; June 14.35n; July 14.55n;

Aug. 14.75n; Sept. 15.00@15.10; Oct. 15.15n; Nov. 15.30n; Dec. 15.40b; Jan. 15.50n. Sales 13 lots.

Monday, Feb. 10, 1930—Close: Feb. 13.95n; Mar. 14.00n; Apr. 14.10n; May 14.20@14.35; June 14.50n; July 14.80n; Aug. 15.05n; Sept. 15.30 sale; Oct. 15.40n; Nov. 15.45n; Dec. 15.50@15.60; Jan. 15.60n. Sales 14 lots.

Tuesday, Feb. 11, 1930—Close: Feb. 14.00n; Mar. 14.10n; Apr. 14.25n; May 14.35@14.50; June 14.60n; July 14.85n; Aug. 15.05n; Sept. 15.29 sale; Oct. 15.40n; Nov. 15.50n; Dec. 15.66@15.75; Jan. 15.75n. Sales 25 lots.

Wednesday, Feb. 12, 1930—Lincoln's Birthday. No market.

Thursday, Feb. 13.90n; Mar. 14.00n; Apr. 14.15n; May 14.25@14.40; June 14.50n; July 14.75n; Aug. 15.00n; Sept. 15.20@15.25; Oct. 15.35; Nov. 15.50n; Dec. 15.60 sale; Jan. 15.70n. Sales 12 lots.

Friday, Feb. 14, 1930—Close: Feb. 14.00; Mar. 14.10; Apr. 14.25; May 14.40; June 14.60; July 14.80; Aug. 15.00; Sept. 15.16; Oct. 15.30; Nov. 15.45; Dec. 15.65; Jan. 15.80.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended February 14, 1930, with comparisons are reported as follows:

PACKER HIDES.		Week ended Feb. 14.	Prev. week.	Cor. week. 1929.
Spr. nat. strns.	@16n	16 $\frac{1}{2}$ @17	17 $\frac{1}{2}$ @18n	
Hvy. nat. strns.	@14 $\frac{1}{2}$	@15	@14 $\frac{1}{2}$	
Hvy. Tex.				
strs. .... 14	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@14
Hvy. butt brnd'd	.... 14	@14 $\frac{1}{2}$	@14 $\frac{1}{2}$	@14
Hvy. Col.				
strs. .... 13 $\frac{1}{2}$ @14	@14	@14	@13 $\frac{1}{2}$	
Ex-light Tex.				
strs. ....	@12n	@12 $\frac{1}{2}$	@13	@13
Brnd'd cows.	@12n	@12 $\frac{1}{2}$	@13	@13
Hvy. nat. cows	@12	12 $\frac{1}{2}$	13 $\frac{1}{2}$	14
Lt. nat. cows	@12 $\frac{1}{2}$	@13	@13 $\frac{1}{2}$	
Nat. bulls... 9	@9 $\frac{1}{2}$ n	@10n	10	10@10 $\frac{1}{2}$ n
Brnd'd bulls. 8 $\frac{1}{2}$ @9n	8 $\frac{1}{2}$ @9n	9 $\frac{1}{2}$ @9n	9 $\frac{1}{2}$ @9 $\frac{1}{2}$ n	
Calfskins ...	@19 $\frac{1}{2}$	19 $\frac{1}{2}$ @20n	20	
Calfps. nat. ....	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$	@18 $\frac{1}{2}$
Kips. .... wt. 16	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	@15 $\frac{1}{2}$	
Kips. brnd'd.	@14 $\frac{1}{2}$	@14	@13 $\frac{1}{2}$	
Slunks. reg. ....	@1.25	@1.25	@1.30	@1.30
Slunks. hrs. ....	@27 $\frac{1}{2}$	@30	40	@55
Light native. butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.		
Nat. all-ws...	@12	@12 $\frac{1}{2}$ rx
Brnd'd ....	@11	@12 $\frac{1}{2}$ x
Nat. bulls ...	@9n	@10n
Brnd'd bulls.	@8n	@8n
Calfskins ...	@17n	17
Kips .....	@16	@16 $\frac{1}{2}$
Slunks. reg. 1.00@1.05	@1.00	@1.00
Slunks. hrs. 20	@25n	20

COUNTRY HIDES.		
Hvy. steers...	9 $\frac{1}{2}$ @10	@10n
Hvy. cows...	9 $\frac{1}{2}$ @10	@11n
Buffs ... 10	@10 $\frac{1}{2}$	10
Extremes ... 12	@12 $\frac{1}{2}$	12
Bulls ....	@7n	8 $\frac{1}{2}$ @9 $\frac{1}{2}$
Calfskins ...	@14n	14
Kips ....	@13n	13
Light calf... 1.00@1.10	1.10@1.20	90 @ 1.00
Deacons ... 1.00@1.10	1.10@1.20	90 @ 1.00
Slunks. reg. 60	@75	55
Slunks. hrs. 5	@100	100
Horsehides ... 3.75@4.50	3.75@4.75	4.00@5.25
Hogskins ... 50	@35	35

SHEEPSKINS.		
Pkr. lambs ... 1.25@1.50	1.25@1.50	2.00@3.30
Sml. pkr.		
Lambs ... 1.10@1.37 $\frac{1}{2}$	1.10@1.35	2.50@2.75
Pkr. shearlings 85	@1.20	90 @ 1.20
Dry pelts ... 13	@14	14 @ 15

CHINESE HIDE BUREAU.		
A bureau for the inspection of hides and skins was established at Tientsin by the Chinese Nationalist government on January 1, 1930, according to the U. S. Department of Commerce. This is in accordance with that government's policy for the establishment of testing houses for the inspection of commercial exports. Such inspection already exists for sausage casings.		

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 13, 1930.

**CATTLE**—Compared with a week ago: Fed steers and yearlings, 25@50c, mostly 50c higher; all other classes excepting cutter cows and bulls, unevenly higher, cutters ruling steady to weak and sausage bulls steady to 15c higher; heavy beef bulls, 25c lower; fat cows and heifers, 50@75c higher, but that market closed with edge off, recent bullish influences evidently having been discounted. Small receipts most potent influence in general market, starvation runs compelling all interests to buy for numbers. Relatively light supply dressed beef beneficial to overloaded hang rails which are being unloaded despite relatively small consumptive demand. Fed steers and yearlings predominated, bulk closing at \$11.50@13.75; extreme top in load lots, \$15.25; best heavies \$15.00; few specialties ranging from heavies to long yearlings, \$15.00@16.50; most little heifer and mixed yearlings, \$11.25@13.25, choice kinds up to \$15.25; most fat cows, \$7.00@9.00; butcher heifers, \$9.00@10.50; cutters, \$5.00@6.00; practical top heavy sausage bulls, \$8.75. Light vealers closed at \$10.50@11.50, but \$13.50@14.50 was paid for 115- to 140-lb. averages, selected lots selling up to \$15.50 and better.

**HOGS**—Hog prices advanced to new high levels for the season, light receipts being the principal factor responsible for the continued advance. Compared with a week ago: Today's quotations mostly 50@65c higher, weighty butchers showing the minimum upturn; quality of light hogs decidedly less desirable than recently. Today's top, \$11.35; bulk, 160 to 230 lbs., \$11.00@11.30; 240 to 270 lbs., \$10.75@11.00; 280 to 300 lbs., \$10.55@10.75; 310 to

370 lbs., \$10.25@10.55; 130 to 150 lbs., \$10.60@11.25; pigs, \$9.50@10.75; packing sows, \$8.75@9.85.

**SHEEP**—Large supplies fat lambs, particularly of unfinished handyweights, occasioned sharp price declines. Compared with one week ago: Fat lambs, mostly 75c lower; fat ewes, around 25c lower; late bulk fat lambs, 90 lbs. down, \$10.75@11.25; few choice, \$11.50; top, \$12.00; unfinished kinds, \$10.00@10.50; 95 to 100 lbs., mostly \$9.75@10.25; fat ewes, \$5.00@5.75.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Feb. 13, 1930.

**CATTLE**—All grades and weights of fed steers and yearlings met a good demand, and closing values are mostly 25@50c over a week ago. Some sales of light weight yearlings and fed heifers were considered 50@75c higher. Nothing choice was received, and the week's top stopped at \$14.00 on several loads of steers scaling from 1,050 to 1,240 lbs. Bulk of the fed offerings cleared from \$11.00@13.25, while warmed kinds and fed dogies ranged from \$9.50@10.75. Prices on fat sheep advanced 25@50c, while cutter cows held about steady. Bulls closed on a steady to weak basis, and vealers are unchanged, with choice kinds selling from \$13.00@14.00.

**HOGS**—Considerable strength was in evidence throughout the week, and substantial price advances were effected. Closing values are unevenly 60@75c higher than a week ago, with the high spot at the finish. Choice 170- to 200-lb. weights reached the \$11.00 mark for the first time since last September. Big packers were aggressive buyers on late days and were largely responsible for the sharp upturn in prices.

**SHEEP**—Trade in fat lambs ruled

extremely dull, and prices were reduced 75c@\$1.00 during the week. Best fed westerns sold at \$11.35 on Monday, but at the close nothing passed \$10.85. Most offerings scaling under 90 lbs. sold from \$10.00@10.75, while extreme heavies ranged down to \$9.00. Clippers cashed from \$9.50@10.35. Mature classes are 25@50c off, with fat ewes going from \$5.50 down.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 13, 1930.

**CATTLE**—Unusually light receipts this week forced up materially the price level on steers, mixed yearlings and heifers. Compared with one week ago: Steers, 50@75c higher; mixed yearlings and heifers, 50c to \$1.00 higher; cows, steady to 25c higher; cutters and low cutters, steady to 25c lower; bulls and vealers, 25@50c lower. Top heavy steers made \$14.25, best yearlings \$13.40, while bulk of all steers brought \$10.25@12.35. Top mixed yearlings claimed \$13.00, with majority of fat mixed steers and heifers \$11.50@12.50. Most cows scored \$7.00@8.25; top, \$9.50. Low cutters went principally at \$4.50@5.25. Best sausage bulls scored \$8.00 today.

**HOGS**—Hog prices reached the highest point of the winter season, with best prices paid Thursday. Compared with week ago: All classes sold 50@75c higher; top touched \$11.40 for choice light weights, and bulk 160- to 250-lb. earned \$10.90@11.35. Packing sows, \$9.15@9.40; pigs, \$10.50 down.

**SHEEP**—Sheep house prices continued downward under pressure from heavy receipts. For the week fat lambs lost 50@75c; sheep, 25c. Top to city butcher Thursday was \$11.75, while bulk of native and Colorado lambs went to packers at \$10.50@11.00. Fat ewes sold at \$5.00@6.00.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Feb. 12, 1930.

**CATTLE**—Continued light receipts of cattle made for a strong to in spots 25c upturn on values again this week. Steers and yearlings were in meager supply, carrying some few cars which scored at \$11.85@12.35, the bulk of all weights from \$9.75@11.25. Fat cows and heifers showed the maximum upturn, selling largely at \$6.25@7.75 on cows, heifers, \$7.50@9.00, better grade cows, \$8.25@9.25, comparable heifers, \$10.00@11.00. Low cutters and cutters bulked at \$5.00@5.75, medium grade bulls, \$7.50@8.25, while vealers again sold over a wide price range of \$11.00@15.00, bulk today, \$11.50@12.00.

**HOGS**—The general hog market figures 25@50c higher with desirable 160- to 240-lb. weights selling at \$10.50@10.60 or at new high levels for some time. Hogs weighing 240 to 325 lbs. or better sold at \$10.00@10.40. Pigs and light lights bulked at \$10.25, with most sows at \$8.50@8.75.

**SHEEP**—Lambs were 25 to mostly 50c lower and at new low levels for year. Bulk of the good and choice 79- to 80-lb. weights sold at \$10.75@11.00, with ordinary natives as well as some heavier lambs at \$10.50 and under. Fat ewes sold from \$4.50@5.50.

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## THE NATIONAL PROVISIONER

47

**OMAHA**

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Feb. 13, 1930.

**CATTLE**—Early in the week demand was broad for fed steers and yearlings, with weighty kinds getting the buying preference on the initial session and clearing readily at higher prices. Later demand narrowed for weighty steers and medium weights, and the early advance was more than lost, current prices quoted around 25c lower for the week. Demand after mid-week centered on light steers and yearlings, which closed the week strong to 25c higher. She stock closed the week strong to mostly 25c higher; bulls ruled weak on closing days, and vealers strong. The week's top price of \$15.40 was paid for choice yearlings averaging 990 lbs. Choice weighty steers averaging 1,498 lbs. earned \$14.25.

**HOGS**—Marketward movement to the Omaha market continued of liberal dimensions, but with broad demand from all sources and bullish advices from outside market centers, trend to values has been upward. Comparisons Thursday with Thursday, show all classes 35@50c higher. Thursday's top reached \$10.65; bulk, 160- to 240-lb., \$10.40@10.60; 240- to 280-lb., \$10.25@10.40; 280- to 330-lb., \$10.00@10.25. Packing sows, \$8.75@9.00.

**SHEEP**—Further declines were registered on practically all slaughter classes, traceable to burdensome receipts both here and at other leading market centers. In a general way, lambs which predominated in the run broke 50@65c, while matured sheep are 25@50c lower. On Thursday, bulk of the lambs under 90 lbs. sold \$10.25@10.75; top, \$11.15; 90- to 100-lb. weights, \$9.50@10.25; good and choice slaughter ewes, \$4.75@5.50.

**SIOUX CITY**

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 13, 1930.

**CATTLE**—Minor price shifting about

balanced in beef steers and yearlings, so that values practically remained on a parity with late last week. The bulk of grain feds turned at \$11.00@12.00, big weight bullocks ranged up to \$12.60, medium weight beeves and long yearlings topped at \$14.25, and strictly choice kinds were quotable considerably above that figure. No material change occurred in slaughter she stock quotations. Short fed heifers made \$10.00@11.00, and fat cows bulked at \$7.00@8.25. Vealers finished weak to 50c lower, with a \$1.20 late top. Bulls, weak to 25c off at \$7.50@7.75.

**HOGS**—Gains of fully 35c put values at the highest levels since early last September and \$1.75 above the season's low. Choice 200- to 230-lb. butchers topped late at \$10.60; most 160- to 270-lb. averages, \$10.25@10.50; 270- to 330-lb. butchers, \$10.00@10.25. Big weights and mixed droves dropped down to \$9.75. Sows bulked at \$8.85@9.10, with smooth light kinds around \$9.25.

**SHEEP**—Slaughter lamb values suffered additional 50@75c reversals and touched the lowest levels since 1921, with the top for choice handy-weights at \$11.25 and bulk of good to choice offerings of all weights, \$9.35@11.00. Fat ewes declined 25c and bulked at \$5.00@5.50.

**ST. JOSEPH**

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 13, 1930.

**CATTLE**—A generally 50@75c higher market developed for slaughter steers, yearlings and fat heifers, while beef cows stood 50c higher for the week, with cutter and low cutter grades about 25c higher. Bulls showed a 25c decline, and vealers went unchanged. Choice light cattle were entirely lacking and 1,363-lb. Kansas steers at \$13.85 set the week's top. Some 1,401-pounders brought \$13.60; no yearlings above \$13.50. Bulk steers and yearlings, \$11.00@13.25; fat heifers, \$10.00@11.50; most beef cows, \$7.00@8.25; choice vealers, \$14.00.

**HOGS**—An almost uninterrupted ad-

vance in hogs sent the top finally to \$11.00 today, and prices stood 40@65c higher for the week. Heavy hogs failed to keep pace with light offerings, and the price range widened during the week. Bulk of 180- to 260-lb. butchers sold late from \$10.60@10.90, with 260- to 300-lb. weights, \$10.25@10.60. Extreme heavies, \$9.90. Sows 50c up, bulk \$8.50@9.00, a few \$9.25.

**SHEEP**—Lamb prices continued to fall rapidly. Late values stood 75c@ \$1.00 off for the period, with top \$10.85 and bulk of light to medium weight offerings \$10.50@10.85. Heavy lambs, \$9.50@10.25. Fat ewes ranged from \$4.00@5.50, or about 50c lower.

## ◆ RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Feb. 8, 1930, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 8.....	169,000	723,000	356,000
Previous week .....	201,000	876,000	337,000
1929 .....	169,000	815,000	257,000
1928 .....	223,000	888,000	282,000
1927 .....	219,000	631,000	261,000

At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 8.....	.....	663,000	.....
Previous week .....	.....	781,000	.....
1929 .....	.....	723,000	.....
1928 .....	.....	533,000	.....
1927 .....	.....	532,000	.....
1926 .....	.....	607,000	.....

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 8.....	131,000	590,000	286,000
Previous week .....	149,000	710,000	288,000
1929 .....	130,000	644,000	191,000
1928 .....	159,000	695,000	197,000
1927 .....	165,000	493,000	183,000
1926 .....	188,000	527,000	200,000

## ◆ U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Feb. 7, 1930:

Week ended	Prev.	Cor.
Feb. 7.	week.	week.
Chicago .....	175,912	194,630
Kansas City, Kan. ....	50,348	81,870
Omaha .....	81,452	90,421
*St. Louis .....	68,891	71,117
Sioux City .....	56,360	61,490
St. Paul .....	72,859	75,116
St. Joseph, Mo. ....	21,734	29,530
Indianapolis .....	37,587	40,244
New York and J. C. ....	38,002	39,391

\*Includes East St. Louis, Ill.

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## RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 8, 1930.

	Cattle	Hogs	Sheep	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	Fort Worth	Milwaukee	Denver	Louisville	Wichita	Indianapolis	Pittsburgh	Cincinnati	Buffalo	Cleveland	Nashville	Toronto
Chicago	250	11,000	4,500	7,500	40,000	17,000	7,000	9,000	8,000	7,000	1,700	2,000	1,200	200	1,200	2,000	1,200	1,000	1,000	1,000	1,000	
Kansas City	500	4,500	500	8,000	18,000	18,000	2,000	12,000	1,500	1,800	6,000	7,000	200	200	3,000	14,500	1,500	2,000	2,000	1,000	1,000	
Omaha	100	6,500	500	7,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
St. Louis	75	5,500	150	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
St. Joseph	3,000	150	150	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Sioux City	100	6,500	200	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
St. Paul	300	1,200	5,000	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Oklahoma City	100	600	100	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Fort Worth	100	200	200	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Minneapolis	100	100	100	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Denver	100	400	6,000	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Louisville	100	100	100	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Wichita	200	400	400	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Indianapolis	100	2,000	200	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Pittsburgh	800	500	500	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Cincinnati	100	800	300	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Buffalo	200	300	300	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Cleveland	700	700	700	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Nashville	100	100	100	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	
Toronto	100	100	200	8,000	12,000	1,500	2,000	14,500	5,000	1,700	9,500	1,500	1,800	1,800	1,000	1,000	14,500	1,500	1,000	1,000	1,000	

	Cattle	Hogs	Sheep	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	Fort Worth	Milwaukee	Denver	Louisville	Wichita	Indianapolis	Pittsburgh	Cincinnati	Buffalo	Cleveland	Nashville	Toronto
Chicago	14,000	75,000	25,000	7,500	18,000	15,000	5,500	18,000	10,000	7,000	1,600	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Kansas City	13,000	14,000	14,000	7,000	18,000	10,000	5,500	18,000	10,000	7,000	1,600	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Omaha	9,000	19,000	18,000	5,500	18,000	10,000	5,500	18,000	10,000	7,000	1,600	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
St. Louis	2,500	15,000	1,500	2,000	11,500	1,500	2,000	11,500	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	
St. Joseph	2,800	8,000	8,500	2,000	11,500	1,500	1,800	8,000	8,000	2,000	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	
Sioux City	3,200	10,000	9,000	3,000	12,000	1,500	3,000	14,500	3,500	2,700	15,000	1,000	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	
St. Paul	3,500	16,000	6,000	3,000	12,000	1,500	2,700	15,000	1,000	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	
Oklahoma City	1,500	1,700	100	1,000	12,000	1,500	1,000	2,000	3,000	1,000	2,000	3,000	1,000	2,000	3,000	1,000	2,000	3,000	1,000	2,000	3,000	
Fort Worth	2,000	1,400	3,000	2,000	12,000	1,500	2,000	1,600	1,000	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	2,000	1,500	
Minneapolis	3,000	1,000	1,000	3,000	12,000	1,500	3,000	12,000	1,500	3,000	12,000	1,500	3,000	12,000	1,500	3,000	12,000	1,500	3,000	12,000	1,500	
Denver	1,300	5,000	4,700	1,000	12,000	1,500	1,000	2,000	3,000	1,000	2,000	3,000	1,000	2,000	3,000	1,000	2,000	3,000	1,000	2,000	3,000	
Louisville	300	500	500	1,000	12,000	1,500	200	500	200	1,000	200	200	1,000	200	1,000	200	1,000	200	1,000	200	1,000	
Wichita	2,400	3,700	500	2,000	12,000	1,500	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	
Indianapolis	400	3,000	300	1,000	12,000	1,500	1,000	2,000	4,000	1,000	2,000	4,000	1,000	2,000	4,000	1,000	2,000	4,000	1,000	2,000	4,000	
Pittsburgh	600	3,000	2,000	1,000	12,000	1,500	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	
Cincinnati	1,300	6,400	14,000	1,000	12,000	1,500	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	
Buffalo	500	3,000	2,000	1,000	12,000	1,500	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	
Cleveland	500	3,000	200	1,000	12,000	1,500	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	
Nashville	200	400	200	1,000	12,000	1,500	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	
Toronto	600	400	300	1,000	12,000	1,500	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	1,000	2,000	2,000	

	Cattle	Hogs	Sheep	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	Fort Worth	Milwaukee	Denver	Louisville	Wichita	Indianapolis	Pittsburgh	Cincinnati	Buffalo	Cleveland	Nashville	Toronto
Chicago	10.50@12.00	10.50@11.75	10.50@11.75	7.50@12.00	12.00@11.50	12.00@11.50	10.40@11.65	10.40@11.65	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	
Kansas City	10.65@11.35	10.75@11.35	10.65@11.35	8.00@12.00	12.00@11.50	12.00@11.50	10.00@11.65	10.00@11.65	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	
Omaha	10.65@11.35	10.75@11.35	10.75@11.35	8.00@12.00	12.00@11.50	12.00@11.50	10.00@11.65	10.00@11.65	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	
St. Louis	10.65@11.35	11.10@11.40	11.10@11.40	10.00@12.00	12.00@11.50	12.00@11.50	10.45@11.00	10.45@11.00	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	10.25@10.60	
St. Joseph	9.85@11.25	10.25@11.40	10.25@11.40	9.50@12.00	12.00@11.50	12.00@11.50	9.25@11.60	9.25@11.60	9.00@11.25													

February 15, 1930.

## THE NATIONAL PROVISIONER

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 8, 1930, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle	Hogs	Sheep
Armour and Co.	4,063	838	16,400
Swift & Co.	4,184	2,019	14,691
Morris & Co.	1,440	793	6,645
Wilson & Co.	3,215	3,192	10,011
Anglo-Amer. Prov. Co.	647	1,409	—
G. H. Hammond Co.	1,690	811	—
Libby, McNeil & Libby	630	—	—
Brennan Packing Co.	7,690	hogs; Independent Packing Co., 730 hogs; Boyd, Lunham & Co., 925 hogs; Western Packing & Provision Co., 7,020 hogs; Agar Packing Co., 4,371 hogs; others, 38,169 hogs.	—
Totals:	Cattle, 15,869; calves, 6,532; hogs, 67,976; sheep, 47,747.		

## KANSAS CITY.

	Cattle	Hogs	Sheep
Armour and Co.	2,027	739	3,210
Cudahy Pkg. Co.	2,328	550	2,652
Fowler Straub Co.	574	—	6,501
Morris & Co.	2,216	405	1,602
Swift & Co.	2,438	740	8,363
Wilson & Co.	2,711	563	3,882
Others	524	41	261
Total	12,818	3,038	19,970

## OMAHA.

	Cattle and calves	Hogs	Sheep
Armour and Co.	4,547	22,157	10,440
Cudahy Pkg. Co.	5,900	17,947	13,508
Dold Pkg. Co.	871	10,191	—
Morris & Co.	1,518	4,327	4,673
Swift & Co.	4,002	14,489	15,903
Eagle Pkg. Co.	12	—	—
Hoffman Bros.	24	—	—
Mayerowich & Vail	4	—	—
Omaha Pkg. Co.	56	—	—
J. Rife Pkg. Co.	8	—	—
J. Roth & Sons	29	—	—
S. Omaha Pkg. Co.	25	—	—
Lindner Pkg. Co.	572	—	—
Nagle Pkg. Co.	91	—	—
Shimizu Pkg. Co.	322	—	—
Wilson & Co.	115	—	—
Others	—	39,941	—
Total	15,403	108,952	44,524

## ST. LOUIS.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	1,247	400	1,235	2,378
Swift & Co.	1,813	879	2,503	2,692
Morris & Co.	775	264	—	717
East Side Pkg. Co.	966	—	660	—
American Pkg. Co.	246	64	2,218	281
Hell Pkg. Co.	—	—	1,281	—
Krey Pkg. Co.	114	18	160	—
Others	2,186	1,041	15,788	1,387
Total	7,341	2,786	23,851	7,470

## ST. JOSEPH.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	2,011	496	7,404	15,819
Armour and Co.	1,277	285	3,731	6,746
Morris & Co.	997	204	4,005	3,325
Others	2,543	77	9,537	13,719
Total	6,828	1,062	24,677	39,609

## SIOUX CITY.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	2,280	174	17,724	5,672
Armour and Co.	2,515	184	16,440	9,300
Swift & Co.	1,831	152	10,081	4,174
Smith Bros.	13	—	70	—
Others	867	117	33,899	8,348
Total	7,500	627	78,214	28,395

## OKLAHOMA CITY.

	Cattle	Calves	Hogs	Sheep
Morris & Co.	1,244	404	1,436	177
Wilson & Co.	1,214	426	1,340	142
Others	105	—	487	—
Total	2,563	890	3,263	319

Not including 58 cattle, 1,828 hogs, and 184 sheep bought direct.

## WICHITA.

	Cattle	Calves	Hogs	Sheep
Cudahy Pkg. Co.	551	386	3,140	1,558
Jacob Dold Co.	389	10	2,169	—
Wichita D. B. Co.	19	—	—	—
Dunn-Ostertag	136	—	—	—
Fred W. Dold	62	—	204	—
Total	1,157	396	5,603	1,558

Not including 22 cattle and 4,771 hogs bought direct.

## DENVER.

	Cattle	Calves	Hogs	Sheep
Swift & Co.	605	67	7,373	11,917
Armour and Co.	640	184	3,097	12,383
Blayne-Murphy Co.	265	112	1,817	—
Others	333	55	645	328
Total	1,843	418	12,032	24,628

## THE NATIONAL PROVISIONER

## ST. PAUL.

	Cattle	Calves	Hogs	Sheep
Armour and Co.	2,490	4,804	21,057	3,646
Cudahy Pkg. Co.	317	80	—	648
Hertz Bros.	138	9	—	—
Swift & Co.	4,308	7,521	34,339	6,942
United Pkg. Co.	1,160	207	—	52
Others	1,068	2	14,508	200
Total	9,541	13,410	70,594	11,488

## MILWAUKEE.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	1,066	6,202	1,452	336
U.D.B.Co., N.Y.	17	—	—	—
The Layton Co.	—	—	104	—
R. Gunz & Co.	90	27	87	—
Armour and Co.	604	3,089	—	—
N.Y.B.D.M.Co., N.Y.	33	—	—	—
Others	410	274	169	288
Total	2,831	9,585	8,902	624

## INDIANAPOLIS.

	Cattle	Calves	Hogs	Sheep
Foreign	863	1,301	12,003	1,728
Armour and Co.	402	40	913	60
Hilgemeyer Bros.	4	—	1,395	—
Brown Bros.	67	15	13	12
St. Paul Pkg. Co.	18	—	386	—
Riverview Pkg. Co.	—	—	294	—
Meier Pkg. Co.	87	5	294	—
Ind. Pkg. Co.	49	—	255	12
Maas Hartman Co.	26	10	—	—
Art Walnitz.	15	90	—	26
Hoosier Abt. Co.	14	—	—	—
Others	530	63	387	109
Total	4,208	2,060	27,342	3,052

## CINCINNATI.

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Sons.	107	—	—	145
J. Hilberg & Son.	107	—	—	63
Gus Juengling	222	163	80	1929
E. Kahn's Sons Co.	571	243	390	125
J. Lohrey Pkg. Co.	2	—	298	—
W. G. Rehn's Sons.	125	32	—	1225
A. Sander Pkg. Co.	5	—	900	—
J. Schlachter's Sons.	137	127	—	143
J. F. & Schroth Co.	15	1,148	—	—
J. Stegner.	208	128	40	46
J. Vogel & Son.	7	4	365	—
Ideal Pkg. Co.	—	—	565	—
Others	194	535	3,310	250
Foreign	—	—	—	—
Total	1,659	1,296	8,099	861

Not including 642 cattle, 26 calves, 14,800 hogs, and 140 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended Feb. 8, 1930, with comparisons:

## CATTLE.

	Week ended Feb. 8, w.e.	Cor. w.e.	Prev. week.
Chicago	15,869	17,769	24,045
Kansas City	12,818	13,833	14,987
Omaha (incl. calves)	15,403	15,285	16,277
St. Louis	7,341	10,128	7,890
St. Joseph	5,088	7,109	7,133
Oklahoma City	2,563	4,252	2,392
Wichita	1,157	1,785	1,182
Denver	1,843	2,011	1,745
St. Paul	9,541	10,100	7,943
Milwaukee	2,833	3,510	2,547
Cincinnati	1,659	2,099	2,131
Total	89,628	101,321	98,215

## HOGS.

	Cor. w.e.	Prev. week.
Packers' purchases	20,217	25,360
Direct to packers	18,383	18,427
Shipper's purchases	57,386	67,561
Total supplies	197,988	228,348

(Chicago livestock prices on opposite page.)

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

	RECEIPTS.	Stock.
Mon., Feb. 3.	2,563	2,661
Tues., Feb. 4.	5,344	2,671
Wed., Feb. 5.	7,496	2,498
Thurs., Feb. 6.	3,954	2,288
Fri., Feb. 7.	1,114	543
Sat., Feb. 8.	200	200
Total	28,078	22,724

	1930.	1929.
Cattle	35,837	48,438
Calves	11,150	16,231
Hogs	224,877	273,813
Sheep	86,147	68,508
Total	319,851	362,301



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**San Francisco**—Gay Engineering Corporation of Calif., 593 Market St., Balboa Bldg.  
**Colorado**—\*Denver—Andrew Bruehne, 816 Platte St.  
**Georgia**—Atlanta—J. Kilian, 1552 So. Gordon St., S. W.  
**Illinois**—Chicago—Brunswick-Kroeschell Co., 4221 Diversey Ave., Cragin Station.  
C. J. Heimzelman, 1620 Monadnock Block.  
**Indiana**—Indianapolis—Cox Refrigerating Engineering Co., 1933 E. Riverside Drive.  
**Iowa**—Sioux City—Allan Ice Machine Co., 1911 Ingleside Ave.  
Waterloo—Allan Ice Machine Co., Box 232.  
**Louisiana**—\*New Orleans—W. W. Taylor, 606 Whitney Bank Bldg.  
**Massachusetts**—Boston—Wm. P. Koehle, Room 405 Weld Bldg., 176 Federal St.  
**Michigan**—Detroit—E. J. Mueller, 2457 Woodward Ave.  
Wallich Ice Machine Co., 517 E. Larned St.  
Grand Rapids—Boot & Co., 115 Fulton Street, W.  
Saginaw—W. S. Robbenolt Refrig. Co., 721 Monroe St.  
**Minnesota**—Minneapolis—Allan Ice Machine Co., 407 So. 4th St.  
**Missouri**—Kansas City—Allan Ice Mach. Co., c/o Castle Apts.  
H. Flemming, 117 W. Armour Blvd.  
Natkin Engineering Co., 314-318 West 10th St.  
**St. Louis**—C. F. Schulte, 6036 Marmaduke Ave.  
**Nebraska**—\*Omaha—Allan Ice Machine Co., 36th & K. Sts.  
**New Jersey**—New Brunswick—Brunswick-Kroeschell Co.  
**New York**—New York—F. J. Flocke, 220 Broadway.  
**Ohio**—Canton—The C. P. Wood Co., 2430 Lake Road Blvd.  
\*Cincinnati—The C. P. Wood Co., 951 Blair Ave.  
\*Cleveland—The C. P. Wood Co., 1012-1014 Webster Ave.  
\*Youngstown—Interstate Refrig. Co., 2507 Glenwood Ave.  
**Oklahoma**—Tulsa—The Modern Equipment Co., 424 N. Cincinnati St.  
**Ontario, Canada**—Toronto—J. L. Wilson & Sons, Ltd., 2742 Dundas St., W.  
**Oregon**—\*Portland—McIntosh Ice Machine Co., 548 Thurman St.  
**Pennsylvania**—Philadelphia—Fred Nolde, Suite 705, Park Bldg., 23 So. 52nd St.  
The C. P. Wood Co., 1331 Penn Ave.  
**Texas**—Dallas—B. D. Wood, 1235 Allen Bldg.  
\*El Paso—C. Biggerstaff, 1606 Bassett Ave., P. O. Box 144.  
\*Houston—Dedman Foundry & Machine Co., Inc., Foot of Buffalo St.  
**Utah**—\*Salt Lake City—L. A. Roser, 253 W. 1st South St.  
**Washington**—Seattle—W. E. Stone & Co., 1200 4th Ave., So.  
Yakima—Geo. W. Casebolt, 14 South 11th Ave.

\*Designates Stock Points.

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**S**TATEGICALLY located, Vilter Stock-points. Representatives and Distributors assure every user of refrigeration equipment in these United States a service that is incomparable. . . . Your request for specific data, addressed to the Company or our nearest office, will bring a demonstration of the Vilter conception of service. . . . Why not write us now?

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# Ice and Refrigeration

## Plant Cooling Notes

For the Meat Plant Employee Who Is Interested in Refrigeration.

### CONDENSER CAPACITY.

The capacity of a condenser is affected somewhat by the amount and temperature of the water available in a similar manner to that of the capacity of a boiler being affected by the amount and grade of fuel burned.

From tests conducted and tables prepared by a leading manufacturer of shell and tube condensers, it is found that with 60 deg. condensing water using 1.5 gallons of water per minute per tube, the capacity is reduced 9 per cent with a reduction in suction pressure from 25 lbs. to 5 lbs. with a condensing pressure of 135 lbs.

On the other hand, if the amount of 60 deg. water is increased to 2 gallons of water per minute per tube the capacity of a condenser can be increased 23 per cent when the suction pressure is maintained at 25 lbs. pressure.

On the other hand, if the water is increased to 2 gallons of water per minute per tube and the suction pressure is reduced from 25 to 5 lbs., the condenser capacity will be increased 13.1 per cent.

If there is sufficient water available for 2.5 gallons per minute per tube on to condense the capacity of the condenser can be increased 32.8 per cent with a reduction in suction pressure from 25 to 5 lbs. over that of 1.5 gallons with 25 lbs. suction pressure.—Ice and Refrigeration.

### REFRIGERATION NOTES.

A contract has been let for a second unit to its plant by the Scobey Fire Proof Storage Co., San Antonio, Tex. The addition will be used for cold storage.

The new cold storage plant of the Jones Cold Storage and Terminal Corp., Norfolk, Va., has been placed in operation. It is the largest cold storage plant in this section of the country, having 180,000 cu. ft. of dry, and 675,000 cu. ft. of cold storage space.

A contract has been let by the Central Ice & Cold Storage Co., San Francisco, Calif., for the erection of an ice plant.

Erection of a large 4-story cold storage plant in Fargo, N. D., is planned by the Union Storage & Transfer Co. It will cost about \$250,000.

A car icing platform sufficient in size to ice two trains at one time is being built by the Hornell Ice & Cold Storage Co., Hornell, N. Y.

Sam Wright, Salmon, Idaho, is building a small cold storage plant.

Fire recently damaged the plant of the Athens Ice & Cold Storage Co., Athens, O. Estimated loss, \$3,000.

An ice plant with a capacity of 150 tons is being constructed in Los Angeles, Calif., by the Central Ice & Cold Storage Co.

New refrigerating equipment is being installed in the plant of the Santa Maria Ice & Cold Storage Co., Santa Maria, Calif.

A precooling and refrigerating plant is being constructed in Bradenton, Fla., by the Manatee Celery Growers Co.

The Terminal Warehouse Co., Milwaukee, Wis., is planning the erection of a modern warehouse with cold storage facilities. The building will be located in the downtown section of the city and will have both trackage and deep water facilities.

The addition of a cold storage section to the plant of the Radovan Dehydrating Co., Cashmere, Wash., is planned.

The erection of an ice plant and cold storage warehouse in San Perita, Tex., is being planned by L. A. Brown of Lazana, Tex.

J. J. Harder, Inc., is planning the erection of an ice plant and cold storage warehouse in Oklahoma City, Okla. The approximate cost will be \$350,000.

### INSTITUTE COMMITTEES.

(Continued from page 29.)

Cushman, Hygrade Food Products Corp., Chicago; George M. Foster, John Morrell & Co., Ottumwa, Ia.; S. C. Frazee, Wilson & Co., Chicago; H. J. Koenig, Armour and Company, Chicago; Donald Mackenzie, Swift & Co., Chicago; R. E. Yocom, Cudahy Packing Co., Chicago.

Special Committee on Canned Hams and Similar Products.—L. M. Tolman, Chairman, Wilson & Co., Chicago; H. O. Halvorson, Geo. A. Hormel & Co., Austin, Minn.; W. Lee Lewis, Institute of American Meat Packers, Chicago; C. Robert Moulton, Institute of American Meat Packers, Chicago; W. D. Richardson, Swift & Co., Chicago; J. J. Vollertsen, Armour and Company, Chicago.

National Councillor, Chamber of Commerce of the United States of America.—George L. Franklin, Dunlevy-Franklin Co., Pittsburgh, Pa.

Representatives on National Live Stock and Meat Board.—F. Edson White, Armour and Company, Chicago; Thomas E. Wilson, Wilson & Co., Chicago.

### Institute Plan Commission

Chairman—Thomas E. Wilson.

Vice-chairmen—E. A. Cudahy, Jr.; L. E. Dennig; B. C. Dickinson; T. Henry Foster; John Roberts.

Executive secretary—Wm. Whitfield Woods.

Members—E. C. Andrews, Vice-Chairman, Committee on Ways and Means; A. H. Carver, Vice-Chairman, Committee on Educational Plans; R. F. Eagle, Chairman, Committee on Recording; H. J. Koenig, Chairman, Committee on Engineering and Experimentation; G. F. Swift, Chairman, Committee on Building Plans; L. M. Tolman, Chairman, Committee on Scientific Research; J. J. Vollertsen, Vice-Chairman, Committee on Scientific Research.

Committee on Building Plans.—G. F. Swift, Chairman, Swift & Co., Chicago; Thomas Creigh, Cudahy Packing Co., Chicago; E. A. Cudahy, Jr., Cudahy Packing Co., Chicago; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; H. P. Henschein, Chicago; Charles E. Herrick, Brennan Packing Co., Chicago; R. T. Keefe, Keefe-LeStourgeon Co., Arkansas City, Kans.; R. D. MacManus, Armour and Company, Chicago; A. D. White, Swift & Co., Chicago; Edward F. Wilson, Wilson & Co., Chicago.

Committee on Educational Plans.—Chairman to be announced. A. H. Carver, Vice-Chairman, Swift & Co., Chicago; Neil J. Anderson, Wilson & Co., Chicago; A. W. Cushman, Hygrade Food Products Corp., Chicago; L. S. Dennig, St. Louis Independent Packing Co., St. Louis, Mo.; H. G. Ellerd, Armour and Company, Chicago; George L. Franklin, Dunlevy-Franklin Co., Pittsburgh, Pa.; J. F. Gearin, Jr., Cudahy Packing Co., Chicago; Howard C. Greer, Institute of American Meat Packers, Chicago; E. D. Henneberry, Hull & Dillon Packing Co., Pittsburgh, Kans.; E. E. Nott, P. Burns & Co., Ltd., East Calgary, Can.; G. M. Pelton, Swift & Co., Chicago; J. C. Peyton, Peyton Packing Co., El Paso, Tex.; John W. Rath, The Rath Packing Co., Waterloo, Ia.; H. A. Schanz, Cleveland Provision Co., Cleveland, Ohio; W. F. Schluderberg, Wm. Schluderberg-T. J. Kurde Co., Baltimore, Md.; H. M. Shulman, Hammond Standish & Co., Detroit, Mich.; R. S. Sinclair, Kingan & Co., Indianapolis; J. E. Wagner, Cudahy Packing Co., Chicago.

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Committee on Engineering and Experimentation.—H. J. Koenig, Chairman, Armour and Company, Chicago; C. P. Barnett, Wilson & Co., Chicago; C. W. Brooks, Keefe-LeStourgeon Co., Arkansas City, Kans.; H. H. Corey, Geo. A. Hormel & Co., Austin, Minn.; Jay E. Decker, Jacob E. Decker & Sons, Mason City, Ia.; A. D. Donnell, Rath Packing Co., Waterloo, Ia.; A. Downing, Hygrade Food Products Corp., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago; Donald Mackenzie, Swift & Co., Chicago; Allen McKenzie, Wilson & Co., Chicago; Ernest Manns, John Morrell & Co., Ottumwa, Ia.; J. P. Murphy, Blayne-Murphy Co., Denver, Colo.; Joseph Nebel, East Side Packing Co., East St. Louis, Ill.; William H. Patrick, Kingan

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stitute of American Meat Packers, Chicago; S. A. Grow, Jacob E. Decker & Sons, Mason City, Ia.; John G. Hormel, Geo. A. Hormel & Co., Austin, Minn.; D. J. Kennedy, Wilson & Co., Chicago; H. J. Koenig, Armour and Company, Chicago; H. W. Marston, Corkran, Hill & Co., Inc., Baltimore, Md.; Carl G. Mayer, Oscar Mayer & Co., Inc., Chicago; H. H. Meyer, H. H. Meyer Packing Co., Cincinnati, Ohio; J. F. Murphy, Blayney-Murphy Co., Denver, Colo.; H. L. Osman, Institute of American Meat Packers, Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago.

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Committee on Scientific Research.—L. M. Tolman, Chairman, Wilson & Co., Chicago; J. J. Vollertsen, Vice-Chairman, Armour and Company, Chicago; R. H. Funke, Wm. Schluderberg-T. J. Kурдле Co., Baltimore, Md.; F. W. Kurk, Wilson & Co., Chicago; Millard Langfeld, Cudahy Packing Co., Omaha, Nebr.; W. Lee Lewis, Institute of American Meat Packers, Chicago; John Moran, Cudahy Brothers Co., Cudahy, Wis.; C. Robert Moulton, Institute of American Meat Packers, Chicago; David Ralston, Hygrade Food Products Corp., Chicago; W. D. Richardson, Swift & Co., Chicago; E. A. Schlesser, Arnold Bros., Inc., Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago; E. N. Wentworth, Armour and Company, Chicago.

Sub-Committee on Shortening Agents.—W. D. Richardson, Chairman, Swift & Co., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago; L. M. Tolman, Wilson & Co., Chicago; J. J. Vollertsen, Armour and Company, Chicago; E. N. Wentworth, Armour and Company, Chicago.

Sub-Committee on Spoilage Prevention.—L. M. Tolman, Chairman, Wilson & Co., Chicago; Frederic Fenger, Armour and Company, Chicago; W. Lee Lewis, Institute of American Meat

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### Commission on Elimination of Waste

Chairman—F. Edson White.

Members-at-large.—M. F. Cudahy, Cudahy Brothers Co., Cudahy, Wis.; B. C. Dickinson, Louis Burk, Inc., Philadelphia; C. J. Faulkner, Jr., Armour and Company, Chicago; Frank M. Firor, Adolf Gobel, Inc., New York; Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.; F. A. Hunter, East Side Packing Co., East St. Louis, Ill.; Oscar G. Mayer, Oscar Mayer & Co., Inc., Chicago; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; J. P. Murphy, Blayney-Murphy Co., Denver, Colo.; Henry Neuhoff, Neuhoff Packing Co., Nashville, Tenn.; John W. Rath, Rath Packing Co., Waterloo, Ia.; John Roberts, Miller and Hart, Chicago; G. C. Shepard, The Cudahy Packing Co., Chicago; Thomas E. Wilson, Wilson & Co., Chicago.

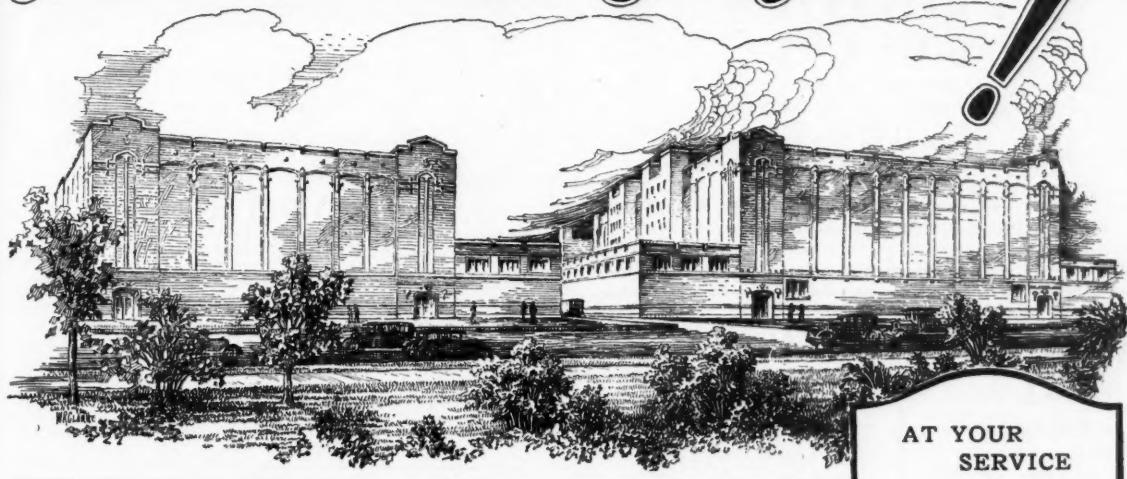
Section on Wastes in Raw Materials and Supplies.—R. W. Carter, Swift & Co., Chicago; Joseph B. Rogers, Swift & Co., Chicago; Willard C. White, Armour and Company, Chicago.

Section on Wastes in Plant Operations.—R. F. Eagle, Wilson & Co., Chicago; H. P. Henschien, Chicago; H. J. Koenig, Armour and Co., Chicago.

Section on Wastes in Accounting and Finance.—L. B. Dorr, Jacob Dold Packing Co., Buffalo, N. Y.; G. M. Pelton, Swift & Co., Chicago.

Section on Wastes in Distributing and Selling.—I. M. Hoagland, Armour and Company, Chicago; George N. Meyer, Fried & Reineman Packing Co., Pittsburgh, Pa.; A. A. Millett, Swift & Co., Chicago.

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February 15, 1930.

# Chicago Section

Louis F. Swift, jr., general manager of Swift & Co.'s Denver plant, spent a few days in Chicago this week.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Mason City, Ia., was in Chicago during the week.

Robert Burrows, of J. C. Wood & Co., Chicago provision brokers, has just returned from a trip to New York.

A. L. Buxton, manager, Kentucky Chemical Manufacturing Co., Covington, Ky., was in Chicago during the week.

J. J. Wilke, head of the margarine department, Wilson & Co., Chicago, left this week on a business trip to the Pacific Coast.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 17,418 cattle, 5,827 calves, 49,832 hogs and 35,955 sheep.

Dan J. Gallagher, of D. J. Gallagher Co., Chicago, packinghouse products brokers, just returned from a Florida vacation, reports a very enjoyable time.

Elliott Balestier, jr., Executive Secretary of the National Sausage Casing Dealers' Association, New York City, was in Chicago during the week.

Milton Haas, vice-president of the Pacific Bone, Coal & Fertilizer Co., San Francisco, Cal., passed through Chicago this week on his way to South America.

A. L. Eberhart, vice-president, Adolf Gobel, Inc., New York City, in Chicago last week on business, en route from Mason City, Ia., to New York, found time to call on old friends and associates.

Otto F. Blaurock, packinghouse veteran and former general manager of the Western Packing & Provision Co., Chicago, plans to sail for Europe May 15 on the S. S. Lapland.

Henry D. Tefft, director of the Department of Packinghouse Practice and Research, Institute of American Meat Packers, is wearing a broad smile and stepping high these days. The cause is a lusty, nine-pound son, who arrived early Saturday morning, January 25.

Provision shipments from Chicago for the week ended Feb. 8, 1930, with comparisons, were as follows:

	C. Wk.	Last wk.	Prev. wk.	1929.
Cured meats, lbs.	18,740,000	20,649,000	18,299,000	
Fresh meats, lbs.	36,228,000	38,333,000	42,651,000	
Lard, lbs.	6,852,000	6,952,000	8,572,000	

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 13, 1930, show exports from that country were as follows: To England, 137,591 quarters; to the Continent, 38,596 quarters.

Exports of the previous week were as follows: To England, 101,835 quarters; to the Continent, 16,603 quarters.

## ADD TO THE HORMEL LINE.

Always up to date, if not a jump ahead of competitors, the Hormel institution again adds to its quality line with the announcement that on February 3rd a son was born to Mr. and Mrs. Jay C. Hormel at their home at Austin, Minn. The president of George A. Hormel & Co. now has two sons ready to train for the succession, and grandpa George Hormel out in Beverly Hills, Calif., is once more jubilant.

## JAN. FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in January, 1930, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	6,366	686	74,508	94
Buffalo	7,744	1,815	82,519	5,189
Chicago	120,066	43,671	704,303	207,422
Cincinnati	13,054	5,778	90,802	4,503
Cleveland	8,162	4,235	64,605	10,725
Denver	8,808	1,732	52,969	16,771
Detroit	8,004	6,333	106,104	13,333
Fort Worth	24,731	26,599	27,455	22,857
Indianapolis	17,540	4,700	174,757	6,530
Kansas City	13,974	13,912	279,226	122,315
Milwaukee	15,402	48,861	131,216	3,851
National				
Stock Yds.	25,119	3,406	99,518	20,119
New York	32,708	52,602	123,300	220,020
Omaha	7,631	6,015	307,603	152,563
Philadelphia	5,394	—	81,120	13,905
St. Louis	13,828	3,743	142,428	4,384
Sioux City	33,716	2,478	218,752	74,485
S. St. Joseph	24,373	5,345	105,781	115,803
S. St. Paul	41,804	65,857	301,513	53,555
Wichita	6,881	1,949	45,523	4,681
All other estab.	143,133	67,485	1,761,619	152,810
Total:	712,783	373,772	5,001,371	1,225,071
Jan. 1929	735,085	369,010	5,737,737	1,150,011
7 mos. ended				
Jan. '30	5,125,818	2,542,511	28,270,536	8,710,319
7 mos. ended				
Jan. '29	5,108,967	2,575,077	27,725,871	8,380,762

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Feb. 6, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

### BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Feb. 6.	Prev. week.	Same week, 1929.
Toronto	\$10.00	\$10.50	\$10.00
Montreal	10.25	10.00	10.40
Winnipeg	10.00	10.50	9.00
Calgary	10.00	10.00	9.25
Edmonton	9.50	9.50	8.75
Prince Albert	9.00	8.75	8.50
Moose Jaw	10.00	10.00	8.00
Saskatoon	9.50	—	8.50

### VEAL CALVES.

	\$17.00	\$17.50	\$17.50
Toronto	15.00	15.00	16.00
Montreal	16.00	16.00	15.00
Winnipeg	12.00	13.00	12.00
Calgary	13.00	13.00	14.00
Edmonton	13.00	13.00	13.00
Prince Albert	10.00	—	8.00
Moose Jaw	14.00	13.00	13.00
Saskatoon	12.00	—	12.00

### SELECT BACON HOGS.

	\$14.75	\$15.00	\$12.00
Toronto	14.75	15.00	11.50
Montreal	13.00	13.75	10.50
Winnipeg	11.00	11.50	12.50
Calgary	13.50	13.50	10.60
Edmonton	12.65	13.35	10.60
Prince Albert	13.40	13.65	10.30
Moose Jaw	13.25	13.75	10.40
Saskatoon	13.65	—	10.30

### GOOD LAMBS.

	\$13.00	\$13.00	\$15.00
Toronto	11.50	11.50	10.50
Montreal	11.00	11.00	12.00
Winnipeg	11.00	11.00	12.00
Calgary	11.50	11.50	13.00
Edmonton	11.50	11.50	13.00
Prince Albert	11.00	11.00	—
Moose Jaw	11.00	11.00	—
Saskatoon	—	—	—

## TRADE GLEANINGS

The Graco Milling Co., Sherman, Tex., plans to build a cottonseed cake crushing plant at Enid, Okla.

The Armour and Company storage plant at 451 Whitehall st., Atlanta, Ga., was recently damaged by fire.

Construction of the new \$100,000 building of the Wilson & Co., Inc., packing plant at Albert Lea, Minn., will begin shortly, and it is expected that the work will be completed by June 15.

W. Wight & Co., 60 Patton rd., Toronto, Ont., Canada, will erect a \$100,000 addition to their pork packing plant.

Warren Cotton Oil & Manufacturing Co., Warren, Ark., plans plant improvements, and will install new equipment.

John Morrell & Co. contemplates the construction of a wholesale meat distribution plant at 19 Main st., No., Aberdeen, S. Dak. Estimated cost, \$40,000.

## BEST FILL FOR HOGS.

New regulations regarding the amount of corn to be fed to hogs on the Chicago yards will become effective February 17. These regulations require that all members of the Chicago Live Stock Exchange shall feed not to exceed 4 bu. of corn to each single deck carload of hogs or part thereof to be fed in proportion, and 8 bu. to each double deck carload or part thereof to be fed in proportion.

A greater amount may be fed where a shipper or owner of hogs instructs his commission man in writing prior to the sale. In this case the instruction is to be followed, but the buyer is to be notified prior to sale that the hogs have been fed more than the regular allowance.

In order to avoid losses in shipment and to insure good dressing hogs, the exchange offers the following suggestions to shippers:

"Keep them comfortable from the feed lot to the market. Do not get them overheated. Do not overload in the car. Clean the car, and bed well, and place enough feed in the car to satisfy their appetites during the period of transit.

"The closer the hogs come to feed lot conditions in transit, the better it is for both the hog and the owner. Careful handling will eliminate much of the loss in transit, and especially reduce shrinkage of the meat, and maintain its quality, resulting in better dressing live stock, therefore better value and at a big saving of expense at the terminal market."

"The practice of preparing hogs or other varieties of live stock for unreasonable fills at the markets defeats its own purpose, as the appearance of the animals reveals to the buyer their condition, and they are subject to sharp discrimination."

"The best fill is the fill that gives reasonable weights and rounds out the animal, so that it shows its quality to the best advantage and presents an attractive appearance to the buyer."

February 15, 1930.

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

### CASH PRICES.

Based on actual carlot trading, Thursday,  
Feb. 13, 1930.

	Regular Hams.	S. P.	LARD—	Open.	High.	Low.	Close.
8-10	21 1/2	21	Mar. . . . .	11.05-07 1/2	11.10	11.05	11.07 1/2b
10-12	21	20 1/2	May . . . . .	11.22 1/2	11.27 1/2	11.22 1/2	11.25ax
12-14	20	19 1/2	July . . . . .	11.45	11.50	11.45	11.47 1/2
14-16	19 1/2	19 1/2	Sept. . . . .	11.75	11.75	11.67 1/2	11.67 1/2b
16-18	19 1/2	18%	CLEAR BELLIES—				
18-20	19	18%	May . . . . .	13.75			13.75b
10-16 range	20	18%	July . . . . .	14.12 1/2	14.12 1/2	14.07 1/2	14.07 1/2
16-22 range	19	18%	Sept. . . . .				14.25b-14.50ax

### S. P. Boiling Hams.

	H. Run.	S. P.	LARD—	Open.	High.	Low.	Close.
16-18	18%	19	Mar. . . . .	11.32 1/2	11.02 1/2	10.95	10.95
18-20	18%	19	May . . . . .	11.22 1/2	11.22 1/2	11.12 1/2	11.12 1/2b
20-22	18%	19	July . . . . .	11.45-42 1/2	11.45	11.32 1/2	11.35

### Skinned Hams.

	Green.	S. P.	CLEAR BELLIES—	Open.	High.	Low.	Close.
10-12	22	21 1/2	May . . . . .	13.70			13.70ax
12-14	21 1/2	21 1/2	July . . . . .	14.00			14.00
14-16	21 1/2	21					
16-18	20%	20 1/2	TUESDAY, FEBRUARY 11, 1930.				
18-20	20%	20	LARD—				
20-22	19	18%	Mar. . . . .	10.90	11.00	10.90	10.97 1/2b
22-24	18	17 1/2	May . . . . .	11.12 1/2-07 1/2	11.17 1/2	11.07 1/2	11.17 1/2
24-26	17 1/2	16 1/2	July . . . . .	11.40		11.40	
25-30	16	15 1/2	Sept. . . . .	11.60	11.62 1/2	11.60	11.62 1/2ax
36-35	15 1/2	15 1/2					

### Picnics.

	Green.	S. P.	CLEAR BELLIES—	Open.	High.	Low.	Close.
4-6	14 1/2	14 1/2	May . . . . .	13.70	13.70	13.67 1/2	13.67 1/2ax
6-8	13 1/2 @14	13 1/2	July . . . . .	14.00	14.05	14.00	14.00ax
8-10	13 1/2	13					
10-12	12 1/2	13	WEDNESDAY, FEBRUARY 12, 1930.				
12-14	12 1/2	13	HOLIDAY. NO. MARKET.				

### Bellies.

	Green.	S. P.	LARD—	Open.	High.	Low.	Close.
6-8	20 1/2	20 1/2	Mar. . . . .	11.00	11.00	10.97 1/2	10.97 1/2
8-10	20 1/2	20 1/2	May . . . . .	11.15	11.17 1/2	11.15	11.15ax
10-12	19	19	July . . . . .	11.37 1/2	11.40	11.37 1/2	11.37 1/2ax
12-14	17	17	Sept. . . . .	11.57 1/2	11.62 1/2	11.57 1/2	11.60ax
14-16	16	16					
16-18	15 1/2	15 1/2	CLEAR BELLIES—				
Dry cure bellies 1c over S. P. bellies.			May . . . . .	13.75	13.75	13.72 1/2	13.72 1/2ax
			July . . . . .				14.02 1/2b

### D. S. Bellies.

	Clear.	Rib.	LARD—	Open.	High.	Low.	Close.
14-16	14 1/2	14 1/2	Mar. . . . .	11.05	11.05	11.05	11.05b
16-18	14 1/2	14 1/2	May . . . . .	11.12 1/2	11.25	11.12 1/2	11.25
18-20	14 1/2	14 1/2	July . . . . .	11.35	11.47 1/2	11.35	11.47 1/2ax
20-25	13 1/2	13 1/2	Sept. . . . .	11.65	11.67 1/2	11.65	11.67 1/2b
30-35	13 1/2	13 1/2					
32-36	13 1/2	13 1/2	CLEAR BELLIES—				
40-50	12 1/2	13 1/2	May . . . . .	13.75	13.80	13.75	13.80b
			July . . . . .	14.00	14.07 1/2	14.00	14.07 1/2b

### D. S. Fat Backs.

8-10	9 1/2
10-12	10 1/2
12-14	11 1/2
14-16	12 1/2
16-18	12 1/2
18-20	13
20-25	13 1/2

### D. S. Rough Ribs.

45-50	12 1/2
55-60	12 1/2
65-70	12 1/2
75-80	13 1/2

### Other D. S. Meats.

Extra short clears.	35-45	12 1/2
Extra short ribs.	35-45	12 1/2
Regular plates.	6-8	12 1/2
Clear plates.	4-6	9 1/2
Jowl butts.		9 1/2

## PURE VINEGARS

A. P. CALLAHAN & COMPANY  
2407 SOUTH LA SALLE STREET  
CHICAGO, ILL.

THE NATIONAL PROVISIONER

## CHICAGO RETAIL MEATS

### Beef.

Week ended		Feb. 12, 1930.	Cor. wk.	1929.
No.	No.	No.	No.	No.
1.	2.	3.	1.	2.
Rib roast, hvy. end. 35	30	16	35	30
Rib roast, lt. end. 45	35	20	45	20
Steaks, round. 40	20	12	30	21
Steaks, sirloin. 40	25	15	45	25
Steaks, porterhouse. 60	45	25	75	20
Beef stew, chuck. 25	25	18	25	18
Corned briskets.				
Corned plates. 20	18	10	20	10
Corned rumps, bns. 25	22	18	25	18

### Lamb.

Good.	Com.	Good.	Com.
32	25	35	34
Legs.			
Stews.	35	15	22
Chops, shoulder.	25	20	25
Chops, rib and loin. 30	25	14	25

### Mutton.

Good.	Com.	Good.	Com.
26	24	24	22
Stew.	44	10	22
Shoulders.	16	14	14
Chops, rib and loin. 35	25	18	21

### Pork.

Good.	Com.	Good.	Com.
26	27	23	25
Loins, 8@10 av.	25	22	24
Loins, 10@12 av.	25	26	26
Loins, 12@14 av.	23	25	22
Loins, 14 and over.	20	21	18
Chops.	28	27	27
Shoulders.	18	20	18
Butts.	22	23	22
Spareribs.	16	17	16
Hocks.	12	12	12
Leaf lard, raw.	14	14	14

### Veal.

Good.	Com.	Good.	Com.
32	35	30	35
Forequarters.	20	24	22
Legs.	30	35	35
Breasts.	16	22	22
Shoulders.	20	22	18
Cutlets.	50	50	50
Rib and loin chops.	40	40	50

## CURING MATERIALS.

bbls. Sacks.

Nitrite of soda, l. c. l. Chicago.	9%
Salt peter, 25 bbl. lots, f.o.b. N.Y.	
Dbl. refined granulated.	5%
Small crystals.	7 1/2%
Medium crystals.	7 1/2%
Large crystals.	8 1/2%
Dbl. rfd. gran. nitrate of soda.	3%
Less than 25 bbl. lots, 1/4 more.	3 1/2%
Boric acid, carloads, p.wd., bbls.	8 1/2%
Crystals to powder, bbls., in 5-ton lots or more.	9%
In tons, less than 5-ton lots.	9
Borax, carloads, powdered in bbls.	5
In ton lots, gran. or pow., bbls.	4 1/2%

### Salt—

Granulated, carloads, per ton, f.o.b. Chicago.	\$6.60
Medium, carloads, per ton, f.o.b. Chicago.	9.10
bulk.	
Rock, carloads, per ton, f.o.b. Chicago.	8.60

### Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans.	@ 3.67
Second sugar, 99 basis.	None
Syrup testing 63 and 65 combined sucrose and invert, New York.	@ .38
Standard gran. f.o.b. refiners (2%).	@ .95
Packers curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.	@ 4.45
Packers curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.	@ 4.35

## ARGENTINA MEAT EXPORTS.

Exports of meats from Argentina during the year 1929 were as follows, according to the U. S. Department of Commerce: Frozen beef, 1,060,000 quarters; chilled beef, 5,449,000 quarters; frozen mutton, 1,263,000 carcasses; and frozen lamb, 2,620,000 carcasses.

February 15, 1930.

ATS

# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ended	Cor. week,
Feb. 13, 1930.	25½@26	21 @24
Good native steers.....	@24	20 @21
Medium steers.....	22 @23	18 @20
Heifers, good.....	19 @23	18 @20
Cows.....	14 @17	14 @20
Hind quarters, choice.....	31 @32	24 @30
Fore quarters, choice.....	21 @22	19 @20

### Beef Cuts.

Steer loins, No. 1.....	@41	@40
Steer loins, No. 2.....	37	39
Steer short loins, No. 1.....	31	39
Steer short loins, No. 2.....	45	42
Steer loin ends (hips).....	31	31
Steer loin ends, No. 2.....	30	30
Cow loins.....	24	26
Cow short loins.....	27	33
Cow loin ends (hips).....	18	21
Steer ribs, No. 1.....	29	28
Steer ribs, No. 2.....	28	28
Cow ribs, No. 1.....	19	19
Cow ribs, No. 2.....	15	15
Steer rounds, No. 1.....	21½	21½
Steer rounds, No. 2.....	21	19
Steer chuck, No. 1.....	19	18
Steer chuck, No. 2.....	18	17
Cow rounds.....	18	17½
Cow chuck.....	15½	15½
Steer plates.....	14½	13
Medium plates.....	12	13
Briskets, No. 1.....	19	21
Steer末 ends.....	10½	11½
Fore shanks.....	13	12
Hind shanks.....	10	13½
Strip loins, No. 1, boneless.....	60	55
Strip loins, No. 2.....	50	50
Sirloin butts, No. 1.....	37	36
Sirloin butts, No. 2.....	27	28
Beef tenderloins, No. 1.....	75	75
Beef tenderloins, No. 2.....	70	70
Rump butts.....	30	30
Flank steaks.....	27	27
Shoulder clods.....	22	20
Hanging tenderloins.....	20	18

### Beef Products.

Brains (per lb.).....	@14	
Hearts.....	@12	
Tongues, 4@5.....	35	
Sweetbreads.....	36	
Ox-Tails, per lb.....	12	
Fresh tripe, plain.....	7 @8	
Fresh tripe, H. C. ....	10	
Livers.....	18	
Kidneys, per lb.....	22	

### Veal.

Choice carcass.....	23 @24	24 @25
Good carcass.....	16 @22	18 @23
Good saddles.....	28 @30	25 @30
Good backs.....	16 @19	18 @20
Medium backs.....	13 @14	12 @14

### Veal Products.

Brains, each.....	14 @15	
Sweetbreads.....	80 @75	
Calf livers.....	65 @57	

### Lamb.

Choice lambs.....	23	28
Medium lambs.....	21	27
Choice saddles.....	28	32
Medium saddles.....	26	30
Choice forces.....	18	24
Medium forces.....	16	22
Lamb fries, per lb.....	63	33
Lamb tongues, per lb.....	16	10
Lamb kidneys, per lb.....	30	30

### Mutton.

Heavy sheep.....	@11	@15
Light sheep.....	13	16
Heavy saddles.....	17	21
Light saddles.....	14	18
Heavy forces.....	9	13
Light forces.....	11	14
Mutton legs.....	20	21
Mutton loins.....	9	15
Mutton stew.....	9	10
Sheep tongues, per lb.....	16	15
Sheep heads, each.....	12	10

### Fresh Pork, Etc.

Pork loins, 8@10 lbs, avg.....	22	@19
Picnic shoulders.....	15	@14½
Skinned shoulders.....	16	@15
Tenderloins.....	42	@45
Spare ribs.....	13½	@12
Back fat.....	13	@14
Boston butts.....	19	@14½
Hocks.....	12	@12
Tails.....	13	@12
Neck bones.....	6	4½
Slip bones.....	14	13
Blade bones.....	14	13
Pigs' feet.....	7	6
Kidneys, per lb.....	11	11
Livers.....	8	7
Brains.....	14	14
Parns.....	7	6
Scouts.....	7	7
Heads.....	9	9

### DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@27	
Country style sausage, fresh in link.....	22	
Country style sausage, smoked.....	25	
Frankfurts in sheep casings.....	23	
Bologna in beef bungs, choice.....	22	
Bologna in cloth, paraffined, choice.....	19	
Bologna in beef middles, choice.....	18½	
Liver sausage in hog bungs.....	10	
Smoked liver sausage in hog bungs.....	24	
Liver sausage in beef rounds.....	18	
Head cheese.....	27½	
New England luncheon specialty.....	20½	
Minced luncheon specialty.....	25	
Tongue sausage.....	25	
Blood sausage.....	18	
Polish sausage.....	21	
Souse.....	16	

### DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	47	
Thuringer Cervelat.....	25	
Farmer.....	25	
Holsteiner.....	15	
D. C. Salami, choice, in hog bungs.....	47	
B. C. Salami, new condition.....	40	
Frisses, choice, in hog middles.....	40	
Genoa style Salami.....	47	
Pepperoni.....	28	
Mortadella, new condition.....	25	
Capicilli.....	21	
Italian style hams.....	21	
Virginia hams.....	35	

### SAUSAGE IN OIL.

Bologna style sausage in beef rounds.....	\$0.75	
Small tins, 2 to crate.....	7.75	
Large tins, 2 to crate.....	7.75	
Frankfurts style sausage in sheep casings.....	8.00	
Small tins, 2 to crate.....	9.00	
Large tins, 1 to crate.....	7.50	
Small tins, 2 to crate.....	7.00	
Large tins, 1 to crate.....	8.00	

### SAUSAGE MATERIALS.

Regular lean trimmings.....	6½	
Special lean pork trimmings.....	17½	
Extra lean pork trimmings.....	19½	
Neck bone trimmings.....	13	
Pork cheek meat.....	10	10½
Pork hearts.....	9½	10
Native boneless bull meat (heavy).....	17½	
Boneless cheeks.....	14	
Shank meat.....	12½	
Beef trimmings.....	8½	
Beef cheeks (trimmed).....	11	
Dressed canners, 350 lbs. and up.....	10½	
Dressed cutter cows, 400 lbs. and up.....	11½	
Dr. bologna bulls, 600 lbs. and up.....	13½	
Beef tripes.....	6	8
Cured pork tongues, canner trimmed.....	16	

### SAUSAGE CASINGS, (F. O. B. CHICAGO)

Beef casings:		
Domestic round, 180 pack.....	30	35
Domestic round, 140 pack.....	40	45
Wide export rounds.....	50	55
Medium export rounds.....	58	43
Medium export rounds.....	50	45
No. 1 weasands.....	16	20
No. 2 weasands.....	16	16
No. 1 bungs.....	32	34
No. 2 bungs.....	25	25
Regular middles.....	90	95
Selected wide middles.....	23.5	
Dried bladders:		
12/15.....	2.00	
10/12.....	1.65	
8/10.....	1.25	
6/8.....	.85	
Hog casings:		
Narrow, special, per 100 yds.....	2.75	
Narrow, special, per 100 yds.....	2.25	
Medium, regular, per 100 yds.....	1.25	
Wide, per 100 yds.....	1.00	
Extra wide, per 100 yds.....	1.00	
Export bungs.....	33	34
Large prime bungs.....	22	23
Medium prime bungs.....	10	11
Small prime bungs.....	6	7
Middles.....	20	
Stomachs.....	8	10

### VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$15.00	
Honeycomb tripe, 200-lb. bbl.....	20.00	
Pocket honeycomb tripe, 200-lb. bbl.....	21.00	
Pork feet, 200-lb. bbl.....	16.50	
Pork tongues, 200-lb. bbl.....	7.00	
Lamb tongues, long cut, 200-lb. bbl.....	58.00	
Lamb tongues, short cut, 200-lb. bbl.....	71.00	
Mess pork, regular.....	8	
Family back pork, 24 to 34 pieces.....	32.50	
Family back pork, 35 to 45 pieces.....	32.50	
Clear back pork, 40 to 50 pieces.....	25.00	
Clear plate pork, 25 to 35 pieces.....	20.00	
Irishback pork.....	25.00	
Plate pork.....	20.00	
Plate beef.....	29.00	
Extra plate beef, 200-lb. bbls.....	30.00	

### COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.57½	@1.00
Oak pork barrels, black iron hoops.....	1.05	@1.07½
Ash pork barrels, galv. iron hoops.....	1.77½	@1.80
White oak ham tierces.....	2.37½	@2.40
Red oak lard tierces.....	2.57½	@2.00

### OLEOMARGARINE.

Highest grade natural color animal fat prints, f.o.b. Chicago.....	@12½	
Short clear middles, 60-lb. avg.....	15	
Clear bellies, 14@16 lbs.....	14½	
Rib bellies, 20@25 lbs.....	14½	
Rib bellies, 25@30 lbs.....	14½	
Fat backs, 10@12 lbs.....	12½	
Fat backs, 14@16 lbs.....	14½	
Regular plates.....	10½	

### DRY SALT MEATS.

Extra short clears.....	12½	
Extra short ribs.....	12½	
Short clear middles, 60-lb. avg.....	15	
Clear bellies, 14@16 lbs.....	14½	
Rib bellies, 20@25 lbs.....	14½	
Rib bellies, 25@30 lbs.....	14½	
Fat backs, 10@12 lbs.....	12½	
Fat backs, 14@16 lbs.....	14½	
Regular plates.....	10½	

### WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	27	
Fancy skd. hams, 14@16 lbs.....	29	
Standard reg. hams, 14@16 lbs.....	25½	
Piemics, 4@8 lbs.....	32	
Fancy bacon, 6@8 lbs.....	32	

# Retail Section

## Cutting More Money Out of Beef

### XII—Larding Beef

The desirability of larding beef is generally recognized, but a really efficient larding needle of sufficient size for use by the retail meat dealer has not been available.

When the National Live Stock and Meat Board undertook a study of better methods of breaking up the beef carcass, particularly the forequarter, it sought a larding needle. Finding none really suitable, a needle was devised.

This needle is 18 inches long. It consists of a hollow steel tube split in half the long way. One half is attached to

the handle, the other to the point. The half with the handle attached has a cutting edge on both the end and sides.

The handle half is used for filling the needle with fat which is to be inserted into a piece of lean beef. After filling, the halves are placed together and clamped.

The needle loaded with fat is forced through a piece of beef, the point coming out at the other end. The needle is then unclamped and withdrawn at the opposite ends, leaving the fat in the meat.

### The Larding Needle and Its Use



THREE — The halves are placed together and firmly clamped.

TWO — The handle half of the needle is forced through strip of pork back fat. It is then twisted around, coring out a round strip of fat the size of the needle. The needle, loaded with fat, is then withdrawn.

FOUR — The loaded needle is forced through the piece of meat.

FIVE — The needle is then unclamped and withdrawn at opposite ends, leaving the fat in the meat.

This larding process makes possible the addition of fat to an otherwise absolutely lean piece of meat. It does not introduce enough fat to make the cut objectionable from the standpoint of the consumer liking lean meat, but it does add enough fat to improve the flavor of the meat when cooked.

This added fat may be eaten or discarded, as the final consumer prefers.

Either beef or pork fat may be added. It has been found that fresh pork back fat added to beef introduces a very pleasing flavor and is often preferred to the addition of beef fat.

Many of the rolls of beef made according to the instructions given in these pages during the past three months, are greatly improved by the addition of either beef or pork fat introduced by means of the larding needle.

This is the twelfth and last of a series of articles on "Cutting More Money Out of Beef". The methods described were worked out by the National Live Stock and Meat Board as a part of its educational campaign to stimulate better utilization of the beef carcass.

The first of these articles appeared in THE NATIONAL PROVISIONER of November 30, 1929, and has been followed each week by discussions and illustrations of different ways of cutting up the forequarter to secure cuts having greater sales appeal.

The booklet, "Cutting More Money Out of Beef" can be secured free on application to the National Live Stock and Meat Board, 37 West Van Buren Street, Chicago.

### NEWS OF THE RETAILERS

The Sanitary Meat Market has opened for business at Charlotte, Ia.

E. T. Ketelsen has opened a new meat market at 1016 South Fourth st., Clinton, Ia.

The Felix Glance grocery & meat market, Johnson City, Ill., was destroyed by fire.

Harold Anderson, Orion, Ill., has purchased the grocery & meat market of G. A. Gustafson.

F. L. Elliott has held his meat market at Mora, Minn., to Walter Wurtze.

The New Palace Meat market has been opened at Antigo, Wis., by William Nehls.

A. A. Boger, meat dealer, 1226 Blackstone ave., Fresno, Cal., recently suffered a fire loss.

Lacell & Gavins have purchased the meat and grocery business of the Tulare Food Co., 128 South J st., Tulare, Cal.

A. E. Thomas has disposed of his meat and grocery business at 929 N. Pine st., Lansing, Mich., to Charles Johnson.

Gifford & Babcock have purchased the meat and grocery business of M. L. Sands, 111 S. Oak st., Buchanan, Mich.

A. E. Wolosecki has purchased the meat market at 401 Stocking st., Grand Rapids, Mich., from M. A. Azzar.

February 15, 1930.

## THE NATIONAL PROVISIONER

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Stentz Bros., South Milford, Ind., meats and groceries, have been succeeded by Homer Reed.

Thompson & Kolmeier, Milan, Ind., will open a meat department in their general store.

George Young has purchased the meat market of Glenn Rogers, Idaville, Ind.

Joseph Cecil has been succeeded in the meat business at Third and Montgomery sts., Marietta, O., by Ross Girard.

Cecil Canfield, Mantua, O., has purchased the meat market of J. L. Baker.

H. C. Baker, Eaton, O., has purchased the meat and grocery business of Cooper & Sanders.

### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### COOKING THE DIFFERENT CUTS.

The housewife gets the greatest satisfaction from her meat purchases when she has a knowledge of the different cuts and how to cook them to bring out their best qualities.

Cuts from the same animal may be classified under tender and less tender. Among the former are sirloin, porterhouse, tenderloin, club and rib steaks; rib and loin roasts. The less tender cuts are chuck, shoulder, flank, round and rump steaks; chuck rib, cross arm, clod, round and rump roasts; neck, plate and brisket, flank, shank and heel of round stews.

The best method of cooking the tender cuts is to sear them at a high temperature for a short time until a brown coating is formed, then to reduce the temperature and finish the cooking at a moderate heat. The meat should not be covered and no water should be added.

The less tender and less expensive cuts can be made into attractive and delicious dishes when properly cooked. Heat, moisture and slow cooking help to accomplish the desired results. The meat is first seared in a small quantity of fat until it is browned. The temperature is then reduced, a small quantity of water added, the meat covered tightly and cooked slowly until tender.

### DRESSED LAMB DECLINES.

Dressed lamb prices have declined at wholesale from 5 to 15 per cent in the last ten days and 10 to 20 per cent since the middle of January, according to a statement issued today by Wm. Whitfield Woods, president of the Institute of American Meat Packers.

"The greatest declines," says Mr. Woods, "have occurred in the case of meat from choice and good lambs of heavier average weights, which have been relatively plentiful."

"For example, choice, highly-finished lamb carcasses weighing from 45 to 55 pounds have declined more than 20 per cent at wholesale within the last month and have declined 14 per cent within the last ten days, and now are wholesaling five cents a pound lower than light lambs of corresponding quality."

### Retail Shop Talk

#### REGAINING LOST CUSTOMERS.

Many surveys have been made to determine why customers quit a retail store and take their business elsewhere. In practically all cases poor service heads the list of causes. High prices come next, slipshod methods third, and poor quality of merchandise fourth.

And, it has been shown further, few retailers make any attempt to regain lost customers. This is surprising when it is realized that the dealer who gives conscientious service and good values stands more than an equal chance to smooth over a grievance and regain the patronage of the customer who has quit.

It is important for the retailer to know also why a good customer has quit him for some other store. What offends one customer may offend others. When a retailer knows why a housewife no longer patronizes his store he can guard

against a similar mistake the second time.

More and more meat dealers are coming to appreciate that it costs less to keep a customer than to replace one who has quit. Some are relying on the telephone to regain lost customers. Others are resorting to personal calls.

The simple fact that a retailer is interested enough in a customer's business to make an effort to keep it is often sufficient to bring back a lost customer.

#### NEW MINNESOTA OFFICERS.

M. C. Mouritsen of Worthington, was elected president of the Minnesota Retail Meat Dealers Association at the final session of the convention of the organization held recently in St. Paul. Other officers are as follows: First vice president, F. W. Meyers of Sleepy Eye; second vice president, F. W. Ruff of Paynesville; third vice president, William F. Marlow of Good Thunder; secretary, George R. Galkin of Minneapolis.

#### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 13, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (700 lbs. up):				
Choice .....	\$21.50@23.00	\$20.50@22.00	\$21.00@23.00	\$.....
Good .....	18.50@21.50	19.50@20.50	18.50@21.50	20.00@21.00
STEERS (550-700 lbs.):				
Choice .....	21.50@24.00	.....	21.00@23.50	22.00@24.00
Good .....	18.50@21.50	.....	18.50@22.00	19.50@21.00
STEERS (500 lbs. up):				
Medium .....	18.00@19.50	18.50@19.50	18.00@20.00	17.50@19.00
Common .....	16.50@18.00	17.50@18.50	17.00@18.50	.....
STEERS (1):				
Yearling (300-550 lbs.):				
Choice .....	22.00@24.50	.....	21.50@24.50	.....
Good .....	19.50@22.00	.....	18.50@22.00	.....
Medium .....	18.00@19.50	.....	.....	.....
COWS:				
Good .....	15.00@16.50	16.00@16.50	16.00@17.00	15.00@16.00
Medium .....	14.00@15.00	15.00@16.00	15.00@16.00	14.00@15.00
Common .....	13.00@14.00	14.50@15.00	14.00@15.00	12.50@13.50
FRESH VEAL AND CALF CARCASSES:				
VEALERS (2):				
Choice .....	21.00@23.00	23.00@25.00	24.00@26.00	22.00@23.00
Good .....	20.00@21.00	21.00@23.00	21.00@23.00	20.00@22.00
Medium .....	17.00@20.00	18.00@21.00	17.00@21.00	17.00@19.00
Common .....	15.00@17.00	16.00@18.00	14.00@18.00	14.00@17.00
CALF (2) (3):				
Good .....	16.00@17.00	18.00@19.00	18.00@20.00	.....
Medium .....	15.00@16.00	16.00@18.00	16.00@18.00	.....
Common .....	14.00@15.00	15.00@16.00	14.00@16.00	.....
FRESH LAMB AND MUTTON:				
LAMB (38 lbs. down):				
Choice .....	22.00@25.00	23.00@24.00	22.00@24.00	22.00@24.00
Good .....	20.00@22.00	22.00@23.00	21.00@23.00	22.00@23.00
Medium .....	19.00@21.00	20.00@22.00	20.00@22.00	20.00@22.00
Common .....	18.00@20.00	18.00@20.00	18.00@20.00	.....
LAMB (39-45 lbs.):				
Choice .....	20.00@22.00	22.00@23.00	21.00@23.00	22.00@24.00
Good .....	19.00@21.00	21.00@22.00	20.00@22.00	22.00@23.00
Medium .....	18.00@20.00	19.00@21.00	19.00@21.00	20.00@22.00
Common .....	17.00@18.00	18.00@19.00	18.00@20.00	.....
LAMB (46-55 lbs.):				
Choice .....	18.00@20.00	18.00@20.00	18.00@21.00	20.00@21.00
Good .....	17.00@19.00	17.00@19.00	17.00@20.00	17.00@19.00
MUTTON (Ewe) 70 lbs. down:				
Good .....	11.00@13.00	12.00@13.00	11.00@13.00	13.00@13.50
Medium .....	10.00@11.00	10.00@12.00	10.00@12.00	11.50@12.50
Common .....	8.00@10.00	9.00@10.00	8.00@10.00	10.00@11.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.....	21.00@23.00	20.00@21.00	20.50@22.00	21.00@22.00
10-12 lbs. av.....	20.50@22.00	18.50@20.50	19.50@21.00	20.00@21.00
12-15 lbs. av.....	19.00@21.00	18.00@19.00	18.50@20.00	19.00@20.00
16-22 lbs. av.....	16.50@18.00	16.50@17.50	17.00@19.00	17.00@18.00
SHOULDER, N. Y. Style, Skinned:				
8-12 lbs. av.....	15.50@17.50	.....	16.00@18.00	16.00@17.50
PICNICS:				
6-8 lbs. av.....	.....	15.00@16.00	.....	.....
BUTTS, Boston Style:				
4-8 lbs. av.....	18.50@21.00	.....	19.00@21.00	19.00@18.00
SPARE RIBS:				
Half Sheets .....	13.00@15.00	.....	.....	.....
TRIMMINGS:				
Regular .....	9.50@10.50	.....	.....	.....
Lean .....	17.00@19.50	.....	.....	.....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## New York Section

### BROOKLYN BRANCHES DINE.

Brooklyn and Jamaica joined last Sunday evening in setting an elaborate stage for a "bigger and better" dinner dance. The event was under the auspices of the Brooklyn, Jamaica and South Brooklyn Branches, New York State Association of Retail Meat Dealers, Inc., and the locale was the Knights of Columbus club house in the fashionable Prospect Park West section of Brooklyn. Some seven hundred members and friends enjoyed Brooklyn's hospitality. While each table had its own special group undoubtedly the most popular was the one presided over by Mr. and Mrs. Frank P. Burck and their son, Arthur. This table was decorated with a huge basket of flowers, Brooklyn Branch's gesture of esteem to its oldest member, in length of service. Mr. Burck also received a handsome umbrella.

During the dinner a fine orchestra rendered popular airs. Under the management of Joseph Maggio Warden of Brooklyn Branch, the Beverly School gave an entertainment of songs, acrobatic numbers and specialties. Interest was shown in the fine performance of Gloria Maggio and in three-year old Joan Vanderputt, whose maternal grandfather is Anton Franz, retailer of Brooklyn, and whose paternal grandfather is a retailer of Paterson, N. J.

Visitors from other branches noted were Bronx Business manager and Mrs. Fred Hirsch, president and Mrs. Frank Ruggerio, Mr. and Mrs. E. Denny, Mr. and Mrs. Fiederlein, and E. Ritzmann and daughter. Eastern District by president and Mrs. Al Haas, Mr. and Mrs. T. Meyer and guests. Washington Heights by president and Mrs. Charles Hembdt, Mr. and Mrs. A. DiMatteo and Mr. and Mrs. Gus Lowenthal. Ye Olde New York Branch by president A. Loeb, Mrs. Mo Loeb and sister, Mr. and Mrs. Geo. Anselm, Mr. and Mrs. Blank, Mr. and Mrs. J. Eschelbacher, Herman Kirschbaum, Mr. and Mrs. William Kramer, Charles Kramer, Miss Ruby Myer, Mr. and Mrs. Oscar Schaefer, Mr. and Mrs. William Zeigler, L. O. Washington and Mr. Johnson.

Other visitors noted were national president and Mrs. George Kramer with sister and husband, niece and husband and grandniece, Congressman and Mrs. Emanuel Celler, state president and Mrs. D. Van Gelder, B. F. McCarthy, senior marketing specialist, Bureau of Agricultural Economics, Mr. and Mrs. Henry Hoffman of Hollis, William Wolk of Food Distributors, Inc., attorney Aaron Kaufman, P. A. Smith of Smith Bros. with Miss Goldstein, Mr. and Mrs. Richard D. Scanlan of Scanlan, Goldstein & Co., C. L. Hausermann of the Van Iderstine Company and friends.

Other firms represented were A. C. Wicke Mfg. Co. who presented the men guests with a novelty corkscrew. Armour and Company, Cudahy Packing Company, Miller & Hart, Joseph Stern & Sons, Stahl-Meyer, Inc., Swift & Co., United Dressed Beef Co., Wilson & Co., Merkels, Inc., South Brooklyn Packing Co., Inc., Charles Koester, Charles Trautmann Company, The Sheldon-Foster Supply Co., Bushwick Pork Packing Co., Inc., Adolf Gobel, Inc., New York Butchers Dressed Meat Co., Eugene Walter, Hoffman & Mayer, Con-

ron Bros. Co., Jos. Rosenberg's Sons, Walter Hutwelker, Inc., Brooklyn Coat & Apron Supply Co., Atlan Soap Works, Inc., Henry Nagel, Rayner & Barth, Atlantic Poultry Co., S. & E. Packing Co., F. A. Van Iderstine & Son, and many others.

The committee in charge of this affair was headed by Joseph Rossman, chairman; Anton Hehn, president Brooklyn Branch; Chris Roesel, president Jamaica Branch; Harry Kamps, president South Brooklyn Branch and John J. Harrison, business manager.

### NEW YORK NEWS NOTES.

Another well-known visitor to New York during the past week was Robert Burrows of J. C. Wood & Co., Chicago brokers.

J. K. Fisher, provision department, Swift & Company, central office, is visiting Chicago and Detroit during this week.

W. H. Gehrmann, president of the Kohrs Packing Company, Davenport, Ia., visited New York for several days during the past week.

A. L. Eberhart, vice president Adolf Gobel, Inc., has returned to New York after spending some time in the Middle West and on the Pacific Coast.

Jack Agar, of the Agar Packing Company, Chicago, spent last week in New York on business and visiting his many acquaintances in the trade.

F. J. King, branch house provision department, Swift & Company, Chicago, visited the Jersey City plant of the company for a few days during the past week.

Isaac Israelson, sales executive and one of the founders of the United Dressed Beef Company, passed away on January 31st. Mr. Israelson had been with the company 35 years and was 59 years of age.

The young ladies employed in the office of Adolf Gobel, Inc., Brooklyn division, held a dinner party at Chin Lee's restaurant, New York, and then attended the performance of Bitter Sweet at the Ziegfeld Theatre.

"Sir James" Clark of Wilson & Co., Chicago, spent several days in New York last week and sailed for England on the S. S. American Banker Saturday. He will be abroad for some little time and will visit his home town.

Clarence L. Cooper, who has been in the banking business in Los Angeles, has now joined his father in the brokerage business of F. B. Cooper. Thomas L. Hart, formerly office manager and cashier for Armour and Company, is now affiliated with F. B. Cooper in the capacity of accountant.

Among the Chicago visitors to Armour and Company, New York, during the past week were J. McEnroe, pork department; L. B. Dodd, beef department; and Glen McKnight, beef cuts

department. Charles Wilson, small stock department, and Frank Peters, pork department, both of New York, are spending a few days in Chicago this week.

Now that George A. Schmidt, president, and Louis Meyer, vice president and treasurer of Stahl-Meyer, Inc., have returned from their mid-winter vacations and are again at their desks Otto Weber, second vice president, and W. J. Naumann, secretary, will spend a few weeks in Miami, Florida, getting in readiness for the busy spring and summer seasons.

The eighth annual ball of the Trunz Employees' Welfare Association was held on Wednesday evening, February 5, at Trommer's Hall, Brooklyn. More than 2,500 persons attended, among whom were representatives of packers, brokers, manufacturers as well as all of the employees of Trunz Pork Stores, Inc., and their friends. Two orchestras furnished continuous music and a very lively and enjoyable time was had.

A dinner was given on February 6 to James Young, assistant superintendent, New York Butchers' Dressed Meat Company, on the eve of his departure for Chicago, at which point he will assume his duties in the general superintendent's office of Armour and Company. That Mr. Young was well liked and highly regarded by the employees of the New York plant was evidenced by the gift of two handsome traveling bags that were presented to him.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ending February 1st, 1930, was as follows: Meat—Brooklyn, 34 lbs.; Manhattan, 169 lbs.; Queens, 70 lbs.; total, 273 lbs. Fish—Brooklyn, 35 lbs.; Manhattan, 578 lbs.; total, 613 lbs. Poultry and game—Brooklyn, 8 lbs.; Manhattan, 187 lbs.; total, 195 lbs.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ending February 8th, 1930, was as follows: Meat—Manhattan, 378 lbs.; Queens, 15 lbs.; total, 393 lbs. Fish—Manhattan, 37 lbs. Poultry and Game—Brooklyn, 10 lbs.; Manhattan, 56 lbs.; total, 66 lbs.

### AMONG RETAIL MEAT DEALERS.

Ye Olde New York Branch is progressing in its plans to establish a vocational training class for employers and it is expected that the first instruction will be given on February 20th.

On February 8, Mildred Hembdt, the eldest daughter of Mr. and Mrs. Charles Hembdt of Washington Heights, was surprised by her bridge club. The occasion was Miss Hembdt's birthday.

Frank P. Burck, retired veteran retailer and active member of the Brooklyn Branch, celebrated his 67th birthday on February 9 by attending the dinner dance of Brooklyn, Jamaica and South Brooklyn Branches. Mr. Burck was the recipient of many beautiful gifts, flowers, cards, phone and telegraphic messages.

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# BEMIS BAGS

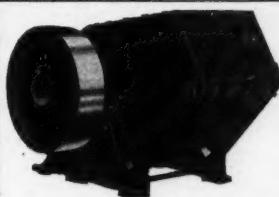
## For Fertilizer, Tankage, Etc.

Scores of packers' by-products are suitable for safe, economical shipment in Bemis Bags and Covers. Write for prices on burlap, cotton or waterproof paper-lined containers.

**BEMIS BRO. BAG CO.**

General Sales Offices: 420 Poplar Street, St. Louis, Mo.  
Branches and Sales Offices in Principal Cities

L396



## STEDMAN'S CRUSHER

for Green Bone,  
Dry Bone, Car-  
casses, Fats, Offal,  
Pressed Cracklings

### An Excellent Preliminary Breaker

Adjustable to insure fine or coarse crushing  
Ask for bulletin 123

**Stedman's Foundry & Machine Works**

Founded 1834

505 Indiana Avenue

AURORA, INDIANA



## FILTER PRESSES

Filter Cloth      Diaphragm Pumps  
*Your inquiries are solicited*

T. SHRIVER & COMPANY  
852 Hamilton St., Harrison, N. J.

## Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil  
Stearine, Beef Cracklings, Ground Scrap, Fertilizers  
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St.

Boston, Mass.

## BUTCHERS' CALFSKIN YEAR.

The forty-second annual stockholders' meeting of the New York Butchers' Calfskin Association was held at the Pennsylvania Hotel on January 23rd. President Herman Schlosser addressed the stockholders and expressed satisfaction in being able to report that, notwithstanding unsettled business conditions that existed during 1929 in all lines of business, and most particularly in the retailing of meats, the association had again proven its value, as would be evidenced by the results produced during the past year.

Fred Dietz, secretary and general manager of the association, submitted

his report, which provided for the disbursement of more than \$108,000 among the members as additional payments on skins and dividends on capital stock. This continues uninterrupted the remarkable showing made by this able executive over a long period of years.

Consideration and favorable unanimous action were taken on two subjects, one of which was that the charter of the Association, which had been one for a 50 year period, be extended to one of perpetual life. The second approved reducing the par value of the stock from \$25 to \$5 per share, the exchange to become effective with stockholders of record as of January 23, 1930. This plan will give each old member five new shares of stock and will enable other butchers to become

affiliated with the association through the sale of a portion of the present stockholders' stock. The old stock, having a par value of \$25, has been sold among the trade at prices ranging from \$50 to \$55 per share, and on this basis the new stock will be worth \$10 per share.

Directors elected for the coming year were Herman Schlosser, O. Edward Jahrsdorfer, George Kramer, Fred Dietz, Albert Rosen, Charles A. Raedle, Jr., Harry Scanlan, John Borchers and Fred Hirsch.

Following the general meeting the new directors held a meeting at which officers of the association were elected for the ensuing year. They were: President, Herman Schlosser; vice president, George Kramer; treasurer, O. Edward Jahrsdorfer; secretary, Fred Dietz.

## Cold Storage Installation

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**

Glenwood Avenue, West 22nd St., Philadelphia, Pa.  
526-530 St. Paul St., Baltimore, Md.  
902 Woodward Bldg., Washington, D. C.

## GEO. H. JACKLE

*Broker*

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

40 Rector St.      New York City

parchment lined

## Sausage Bags

and  
**BELL'S SAUSAGE SEASONING**  
The William G. Bell Company, Boston, Massachusetts

## THOMSON & TAYLOR COMPANY

Recleaned Whole and Ground  
Spices for Meat Packers

CHICAGO, ILLINOIS

February 15, 1930.

## NEW YORK MARKET PRICES

### LIVE CATTLE.

Steers, good .....	\$12.75@13.10
Steers, medium .....	10.75@12.75
Calves, medium, good and choice .....	7.75@12.75
Bulls, cutter-medium .....	6.25@ 9.25

### LIVE CALVES.

Vealers, good to choice .....	\$15.00@17.00
Vealers, medium .....	10.75@15.00

### LIVE SHEEP AND LAMBS.

Lambs, good to choice .....	\$11.50@12.75
Lambs, medium .....	10.25@11.50
Lambs, common .....	9.00@10.25
Ewes, medium to choice .....	4.50@ 6.00

### LIVE HOGS.

Hogs, 100-210 lbs. ....	61.11@
Hogs, medium .....	61.11@
Hogs, 120 lbs. ....	61.07@
Roughs .....	61.95@
Good Roughs .....	61.00@

### DRESSED HOGS.

Hogs, heavy .....	\$18.25
Hogs, 180 lbs. ....	\$18.25
Pigs, 80 lbs. ....	\$18.00
Pigs, 80-140 lbs. ....	\$18.00

### DRESSED BEEF.

#### CITY DRESSED.

Choice, native heavy .....	24 @28
Choice, native light .....	25 @26
Native, common to fair .....	23 @24

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs. ....	22 @23
Native choice yearlings, 400@600 lbs. ....	23 @24
Good to choice heifers .....	20 @22
Good to choice cows .....	16 @17
Common to fair cows .....	14 @15
Fresh bologna bulls .....	16 @17

### BEEF CUTS.

#### Western. City

No. 1 ribs .....	30 @32
No. 2 ribs .....	26 @28
No. 3 ribs .....	23 @25
No. 1 loins .....	37 @37
No. 2 loins .....	33 @33
No. 3 loins .....	28 @28
No. 2 hinds and ribs .....	27 @30
No. 3 hinds and ribs .....	24 @26
No. 3 hinds and ribs .....	20 @23
No. 1 rounds .....	21 @21
No. 2 rounds .....	19 @20
No. 3 rounds .....	17 @18
No. 1 chuck .....	10 @21
No. 2 chuck .....	15 @19
No. 3 chuck .....	16 @17
Bologna .....	16 @17
Rolis, reg., 6@8 lbs. avg. ....	22 @23
Rolis, reg., 4@6 lbs. avg. ....	17 @18
Tenderloins, 4@6 lbs. avg. ....	60 @70
Tenderloins, 5@6 lbs. avg. ....	80 @90
Shoulder clods .....	10 @11

### DRESSED VEAL AND CALF.

Prime veal .....	28 @30
Good to choice veal .....	23 @26
Med. to common veal .....	15 @21
Good to choice calves .....	18 @22
Med. to common calves .....	14 @18

### DRESSED SHEEP AND LAMBS.

Lambs, prime .....	28 @27
Lambs, good .....	23 @25
Sheep, good .....	18 @14
Sheep, medium .....	7 @10

### FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. ....	20 @21
Pork tenderloins, fresh .....	50 @55
Pork tenderloins, frozen .....	45 @50
Shoulders, city, 10@12 lbs. avg. ....	16 @18
Shoulders, Western, 10@12 lbs. ....	16 @17
Butts, boneless, Western .....	21 @22
Butts, regular, Western .....	19 @20
Hams, Western, fresh, 10@12 lbs. avg. ....	22 @23
Hams, hams, fresh, 6@10 lbs. avg. ....	25 @26
Picnic hams, Western, fresh, 6@8 lbs. avg. ....	15 @16
Pork trimmings, extra lean .....	20 @21
Pork trimmings, regular, 50% lean .....	12 @13
Spareribs, fresh .....	16 @17

### SMOKED MEATS.

Hams, 8@10 lbs. avg. ....	24 @24½
Hams, 10@12 lbs. avg. ....	23 ½ @24
Hams, 12@14 lbs. avg. ....	23 @23½
Picnics, 4@6 lbs. avg. ....	17 @17½
Picnics, 6@8 lbs. avg. ....	16 ½ @17
Rollettes, 6@8 lbs. avg. ....	18 @18½
Beef tongue, light .....	30 @32
Beef tongue, heavy .....	32 @34
Beef tongue, heavy .....	32 @34
Baron, boneless, Western .....	28 @24
Baron, boneless, city .....	21 @22
Pickled bellies, 8@10 lbs. avg. ....	18 @19

### FANCY MEATS.

Fresh steer tongues, untrimmed .....	26¢ a pound
Fresh steer tongues, 1. c. trim'd .....	40¢ a pound
Sweetbreads, beef .....	70¢ a pound
Sweetbreads, veal .....	\$1.00 a pound
Beef kidneys .....	20¢ each
Liver, beef .....	40¢ a pound
Oxtails .....	22¢ a pound
Beef hanging tenders .....	32¢ a pound
Lamb tripe .....	10¢ a pair

### BUTCHERS' FAT.

Shop fat .....	62 @ 2
Breast fat .....	64 @ 4
Edible suet .....	65 @ 5½
Cond. suet .....	66 @ 4½

### GREEN CALFSKINS.

5-0 9½-12½ 12½-14 14-18 up	18 up
Prime No. 1 veals .....	18 2.00 2.14 2.30 3.40
Prime No. 2 veals .....	16 1.80 1.85 2.05 3.15
Buttermilk No. 1 .....	1.65 1.75 1.95 .....
No. 2 .....	1.30 1.40 1.50 1.70 .....
Branded Grub .....	.75 .85 .90 1.10 1.60 .....
Number 3 .....	At value .....

### BUTTER.

Creamery, extra (92 score) .....	@33½
Creamery, firsts (88 to 90 score) .....	33 @35
Creamery, seconds (84 to 87 score) .....	30½ @32½
Creamery, lower grades .....	28½ @30

### EGGS.

(Mixed colors.)

Extra, dozen .....	61 43
Extra, firsts, doz. ....	42 @42½
Firsts .....	41 @41½
Checks .....	61 34

### LIVE POULTRY.

Fowls, colored, fancy, via express .....	61 27
Fowls, Leghorn, via express .....	23 @25

### DRESSED POULTRY.

#### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen lb. ....	30 @32
Western, 48 to 54 lbs. to dozen lb. ....	30 @32
Western, 43 to 47 lbs. to dozen lb. ....	29 @31
Western, 36 to 42 lbs. to dozen lb. ....	28 @30
Western, 30 to 35 lbs. to dozen lb. ....	26 @28

#### FOWLS—FRESH—DRY PKD.—12 TO BOX—PRIME TO FRESH.

Western, 60 to 65 lbs. per lb. ....	61 34
Western, 48 to 54 lbs. per lb. ....	61 34
Western, 43 to 47 lbs. per lb. ....	61 33
Western, 36 to 42 lbs. per lb. ....	61 33
Western, 30 to 35 lbs. per lb. ....	61 30

#### DUCKS—MARYLAND, FANCY, PER LB.

Western, young toms, prime to fancy .....	38 @40
Western, young hens, prime to fancy .....	37 @38

#### SQUABS—WHITE, UNGRADED, PER LB.

White, ungraded, per lb. ....	60 @65
Chickens, fryers—fresh—12 to box—prime to fcy.: Western, 36 to 42 lbs., per lb. ....	28 @30

#### FOWLS, FRESH—DRY PKD.—12 TO BOX—PRIME TO FRESH.

Western, 60 to 65 lbs., per lb. ....	61 33
Western, 48 to 54 lbs., per lb. ....	61 33
Western, 43 to 47 lbs., per lb. ....	61 33
Western, 36 to 42 lbs., per lb. ....	61 32
Western, 30 to 35 lbs., per lb. ....	61 30

#### WHOLESALE PRICES OF CARROTS—FRESH CENTRALIZED BUTTER—90 SCORE AT CHICAGO:

36 35½ 35½ 35½ 36 36
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#### RECEIPTS OF BUTTER BY CITIES (LBS.):

Wk. to	Prev.	Last	Since Jan. 1
Feb. 6, week.	20	19	1929.
Chicago ...	31,255	33,203	268,720
N. Y. ...	36,903	37,756	347,230
Boston ...	11,610	14,672	16,503
Phil... ...	17,337	15,374	11,498

Total 122,753	119,057	114,348	807,010
Cold storage movement (lbs.):			846,553

#### SAME PER DAY LAST YEAR.

In Feb. 6,	Out Feb. 6,	On hand	
Chicago ...			

930.

2.10

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3.80

al

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